

# GRAIN DEALERS JOURNAL

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IF PAID IN ADVANCE,  
ONE DOLLAR PER YEAR.

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RECEIVER AND SHIPPER  
ANY RAILROAD

### Grain, Hay and Feed

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Reference: The Colonial Trust Co., Pittsburg, Pa.

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**CORN OATS** White and Mixed  
**RYE** Clipped and Natural

Grain Warehouses at Rensselaer, Parr.  
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We will buy your damp grain or dry it for you at a  
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**I Absorb**

Thousands of cars of  
Corn, Oats, Rye and  
Wheat every season.

Try me with your ship-  
ments. Will buy out  
right or handle on con-  
signment.

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We take this means of thanking our Western patrons for the favors they have accorded to us during the past year.

We have spared no effort to secure results which would be satisfactory to them, and we believe the coming year's business will show their appreciation of the results obtained and be a practical endorsement of our business methods. No inducements that can be held out will be as strong a solicitation of your consignments as the result of a trial shipment to us.

We wish all readers of the Journal a Merry Christmas and a Happy New Year.

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We give it  
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CONSIGNED TO US

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CONSIGNMENTS AND ORDERS FOR  
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Personal Attention Given to Selling  
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TRY US AND YOU WILL BE WELL PLEASED



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CAPITAL, \$250,000 SURPLUS, \$50,000  
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CHICAGO

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ILL.

My Personal  
attention given  
consignments

Your orders  
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Orders for future delivery carefully executed.  
Your interests are our interests.  
Try us.

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**THE GLUCOSE SUGAR REFINING CO.**

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Consumption 100,000 Bushels Daily.

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"'What's in a name?' There is no weight in words  
Compared to what our journey here doth teach:  
We're at the North Pole FIRST, and therefore do  
WE LEAD, while others camp along the trodden  
Trail. This lesson then: HE wins SUCCESS who  
Does not fear to tread the RIGHT though RUGGED  
Way, and 'dares DO ALL that may become a Man.' "

Have you a friend or patron in-  
terested in the Grain Business?

Help him, and help his  
Business by sending  
him a Christmas Pres-  
ent that is worth while.

Send him twenty-four  
numbers of the GRAIN  
DEALERS JOURNAL be-  
ginning with the  
Christmas number for  
December 25th, 1903.

Upon receipt of One Dollar, Chicago Exchange, we  
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your compliments. :: :: :: :: :: :: ::



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Established 1864.

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BRANCH HOUSES: MILWAUKEE, WIS.  
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Established 1882.

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41 and 42 Chamber of Commerce

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Please write for bids

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MILWAUKEE, WIS.

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**Robinson's**  
Cipher Code (Revised).

Bound in leather, gilt edges..... \$2.00

Bound in cloth..... 1.50

Your name in gilt letters on front cover  
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Sell by sample and make prompt returns.

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Offices: Chicago, Milwaukee and Duluth.

Have separate salesmen for Wheat, Coarse  
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Consignments and orders solicited.

Cash grain of all kinds.

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48 CHAMBER OF COMMERCE, MINNEAPOLIS

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your "ad" will be read too if you  
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**Receivers and Shippers of Grain**  
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SHIP YOUR GRAIN AND HAY TO

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Incorporated 1887

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Selling Grain on commission a specialty. Experienced and competent salesmen. The head of our  
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 Advances made on consignments. Hay and  
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**SPEARS WHARF, - - - BALTIMORE, MD.**

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**W. G. BISHOP & CO.**  
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 316 North St. **BALTIMORE, MD.**  
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**Chas. England & Co.**  
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 Liberal Advances Made on Consignments.  
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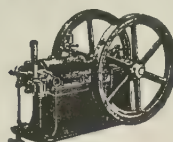
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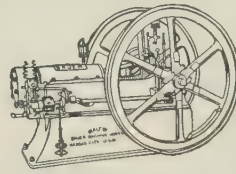
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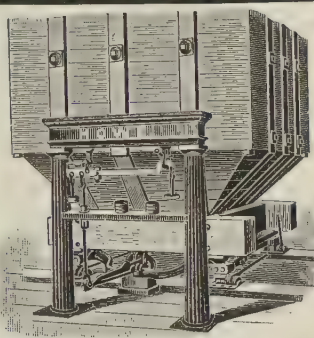
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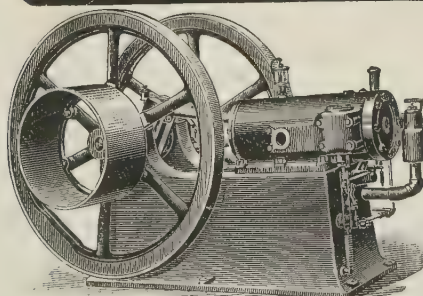
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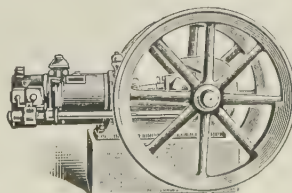


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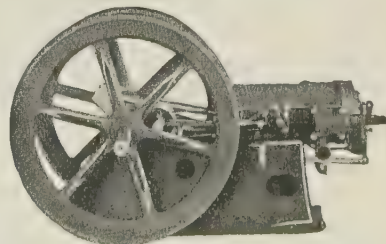


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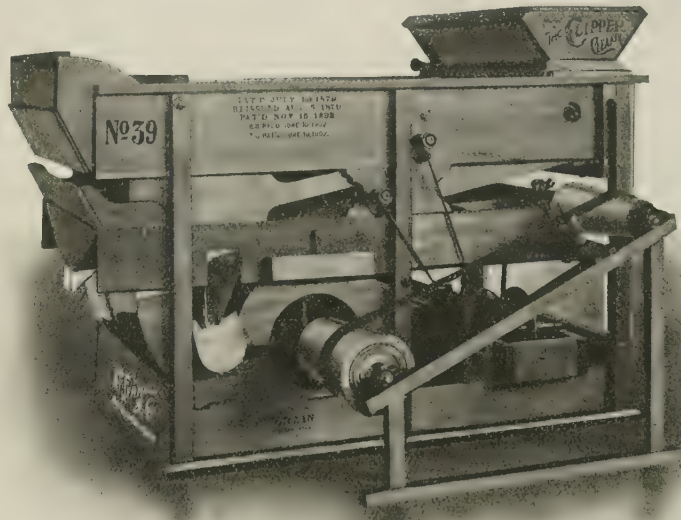


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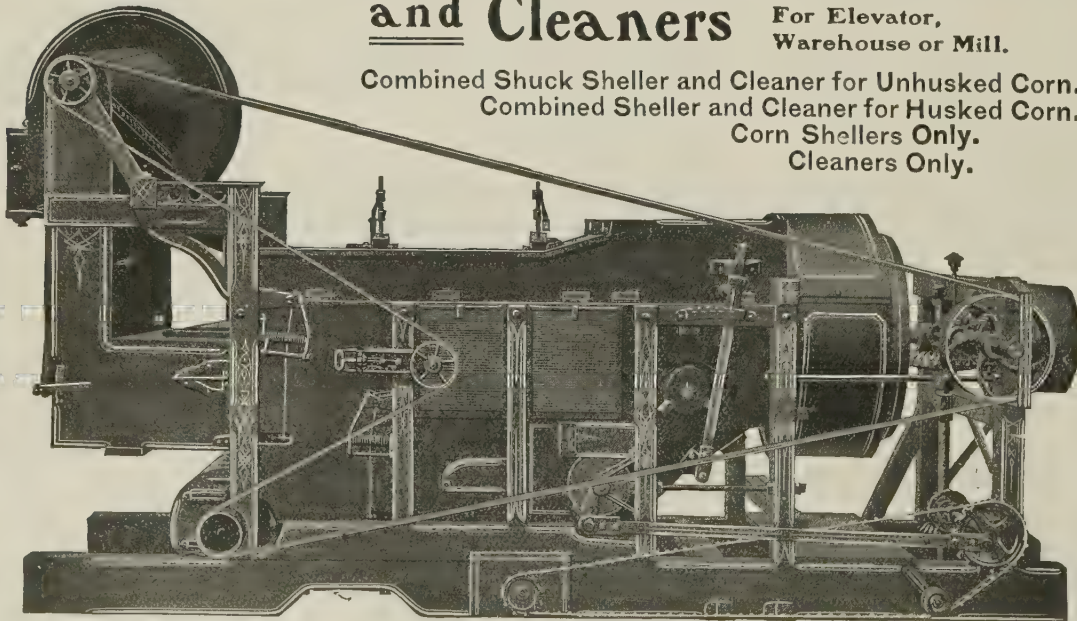
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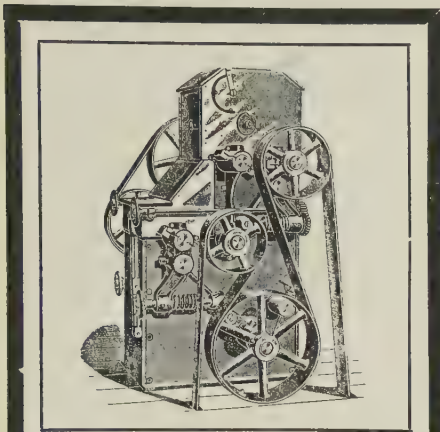
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By having a Bowsher Feed Mill you can get a good price for your screenings and off-grade grain. Thus turning what might be a loss into profits. Seven sizes, 2 to 25 horse power. Lightest running. Can run empty without injury.

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## A Bottle of Good Whiskey in Your Grasp It's OLD DETRICK in the Lead.

Direct from our REGISTERED DISTILLERY to you in all its original Purity, Strength and Richness.

### Four Full Quarts of our 8 YEAR OLD DETRICK'S RYE MALT Whiskey

\$3.20 Express charges prepaid.

**DETRICK'S WHISKEY** is made and aged in the world famous grain producing Miami Valley of Ohio. It is watched in every step of its process by the U. S. Government



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Bottled direct from the barrel at the Distillery; not coming from some rectifying, blending or branch establishments. We have none of these, but ship direct from our distillery to you an absolutely pure aged, mellow, healthful whiskey.

Only \$3.20 for four full quarts of eight-year-old Detrick's pure Rye Malt Whiskey, delivered express prepaid. Orders into states west of North and South Dakota, Nebraska, Kansas, Oklahoma and Texas must be for four (4) gallons at \$16.00 or two cases (24 quarts) at \$21.00 by freight, all charges prepaid.

#### THE DETRICK DISTILLING CO.

TIPPECANOE CITY, OHIO

Write for Our Big Christmas Offer.

To Our Brother Millers and Grain Dealers:  
We can highly recommend Detrick's Eight Year Old as a "sure winner" on either side—"Bull or Bear."

To sell or buy car lots of grain, address  
**THE DETRICK MILLING COMPANY,**  
Grain Department.

#### COUPON G. D. J.

The Detrick Distilling Company,  
Tippecanoe City, Miami County, O.  
Gentlemen:—I herewith enclose

.....for which please send on approval.....gallons of your Eight Year Old Rye Malt Whiskey, express prepaid. If found satisfactory I will keep it; otherwise the money to be returned to me.

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(Write very plainly.)

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State..... Express Station.....

### A JUG FREE

With every order of four quarts or more we have a limited number of Miniature Stone Jugs, filled with our Thirteen-year-old Rye Malt Whiskey, one of which we will include FREE in each shipment. The only consideration is, it will be necessary for you to make up your order on the coupon herein attached for four quarts or more. Clip off and mail to us promptly. Order not tomorrow. Order today.





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WE make plans for and build up-to-date elevators. We do first-class work only. If you intend to build write us about it.

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WE have over 200 complete sets of plans and specifications in our office for elevators in wood, steel and combination materials and we would be pleased to show you any of them. Perhaps we have something that would exactly suit your requirements. If not we can design one to suit you at the lowest possible rates.

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We build elevators, too.

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ELEVATOR BUILDERS

In the State. We build up-to-date elevators cheaply and quickly. Investigate our system of handling grain before you decide on plans. We may have just what you want. We also manufacture the

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Capital Stock, \$100,000 MINNEAPOLIS, MINNESOTA

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OUR SPECIALTY:

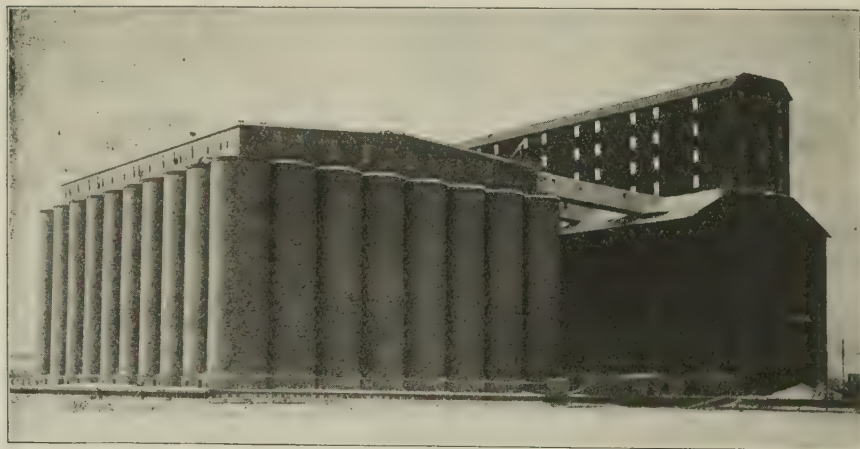
GRAIN ELEVATORS -- Frame, Iron Clad, or Absolutely Fire Proof

## THE BARNETT &amp; RECORD CO.

416 CORN EXCHANGE, MINNEAPOLIS, MINN.

## General Contractors and Designers of Grain Elevators, Mill Buildings, Docks and Warehouses.

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The following is a partial list of owners and capacity of plants which we have built in the last four years under these patents.

Great Eastern Elevator, Minneapolis,	bushels 1,000,000	Northwestern Yeast Co., Chicago,	bushels 300,000
St. Anthony Elevator Co., "	2,200,000	Canadian Northern Ry. Co., Port Arthur,	2,500,000
North Star Malting Co., "	500,000	David Stott Milling Co., Detroit,	200,000
Victoria Elevator Co., "	250,000	Pabst Brewing Co., Milwaukee,	250,000
Frisco Ry. Elevator, Kansas City,	500,000	Wisconsin Malt & Grain Co., Appleton,	200,000
Memphis Elevator, Kansas City,	300,000	Granite City Malting Co., Granite City, Ill.,	200,000

We are constructing at the present time under same patents the following list of fire proof plants.

Schlitz Brewing Co., Milwaukee,	550,000	Texas City Imp. Co., Texas City, Tex.,	500,000
Washburn-Crosby Milling Co., Buffalo,	300,000	Millbourne Mills Co., Philadelphia,	200,000
Canadian Northern Ry. Co., Pt. Arthur,	2,500,000		

The following are a few of our largest wood constructed elevators.

Calumet Elevator Chicago,	1,000,000	Maple Leaf Elevator, Kansas City,	1,000,000
Minnesota Annex, Chicago,	1,000,000	Burlington Elevator, St. Louis,	1,000,000
C. M. & St. P. Ry., Itasca,	1,125,000	Grand Trunk Elevator, Portland, Me.,	1,000,000
Belt Line Elevator, Superior,	2,500,000	F. H. Peavey & Co., No. 1,	1,750,000
Superior Terminal, "	2,500,000	Interstate Elevator, Minneapolis,	1,000,000
Pittsburg & Western Ry., Fairport, O.,	1,000,000	Texas Pacific Ry. Co., Westwego, La.,	1,000,000
Standard Milling Co., Duluth,	1,000,000	Hoosac Tunnel, Charlestown, Mass.,	1,000,000
Empire Elevator Co., Minneapolis,	2,500,000	And hundreds of smaller houses.	

WRITE US FOR ESTIMATES.



# The GRAIN DEALERS JOURNAL

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719

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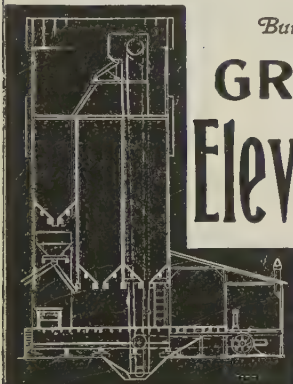
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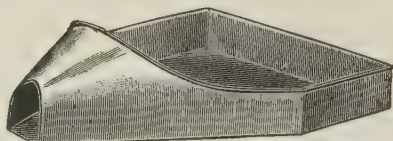
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New Design, Price Moderate.

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**E. LEE HEIDENREICH**  
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For Examining Samples of Grain and Seeds



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If so, the

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will obviate the nuisance.

It handles sawdust, shavings, chips, leather buffings, corn, meal, oats, cereals, seeds, dust, lint, etc. Write for Leaflet No. 55M.

WE INSTALL COMPLETE EXHAUST SYSTEMS

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The number of bushels in any weight of grain, within the numbers specified above are given in bold-faced type. The tables are printed in two colors on good paper. By their use all reductions are avoided and errors are prevented.

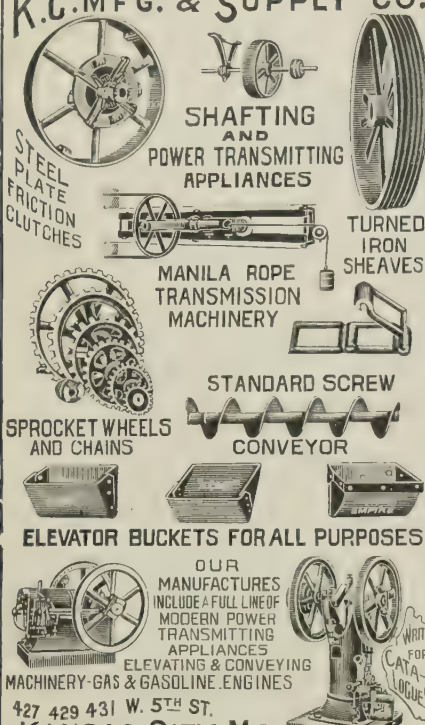
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**STEEL PLATE FRICTION CLUTCHES**

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**MANILA ROPE TRANSMISSION MACHINERY**

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**SPROCKET WHEELS AND CHAINS**

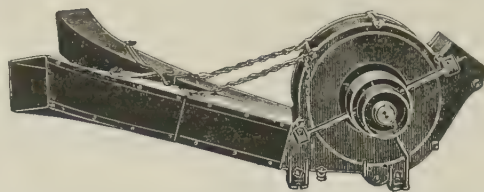
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WRITE FOR CATALOGUES

## FROM THE HAWKEYE STATE.



DIXON, IOWA, September 8, 1903.  
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Dear Sirs:—We have given the loader a thorough test and are very much pleased with it. It loads the grain very rapidly, saves lots of time and lots of hard and dirty work. It polishes the grain, thereby raises the grade. Especially in barley, it takes off the beards. We cannot recommend it any too highly.

Yours truly,  
JNO. DAMMANN & CO.

From the above you will see that it not only saves time, and hard and dirty work but it also makes money for you. If it raises the grade of your grain so you get a cent or two a bushel advance in price it will take only a few cars to pay for the machine. We are glad to ship this loader on trial to parties who are not familiar with them. Machines are made in five different sizes. Write for information.

**MAROA MANUFACTURING CO., Maroa, Ill.**

## If You Don't

buy your goods of us

## We Both Lose Money

Complete line of

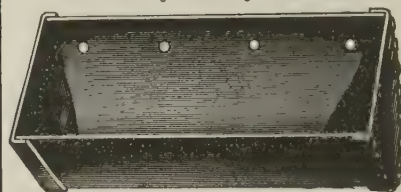
**ELEVATOR MACHINERY AND SUPPLIES**

**H.L.Thornburgh & Co.**

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## ELEVATOR BUCKETS

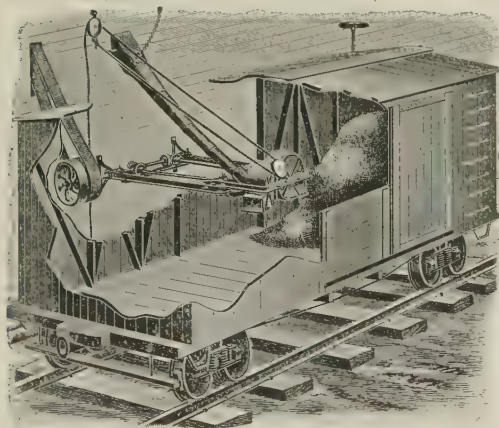
The Fuller Patent Steel Bucket is stronger, will carry more and make better delivery than any other.



MADE BY

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Will fill each end of the car at the same time.

Has a capacity of 6,000 to 9,000 bushels per hour.  
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Write the inventor and pioneer manufacturer of the rotary car loaders, for full particulars.

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FRICTION CLUTCH PULLEYS—Rope Transmission, Link Chain Sprockets, Salem Buckets.

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That will load cars  
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It is worth its  
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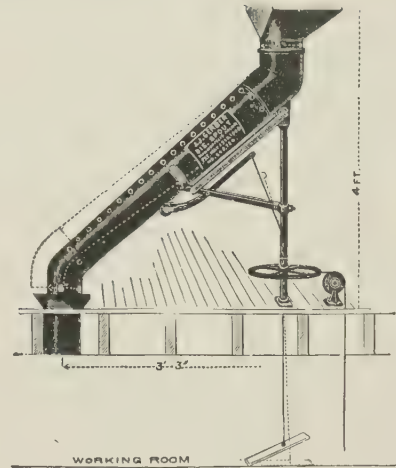
It will save you in  
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Send for Prices to

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"The Gerber Improved Distributing Spout is the remedy for mixing grain. Try one and be convinced that it is the best spout you can have in your elevator. Elevator spouting a specialty. Address J. J. Gerber, Minneapolis, Minn."



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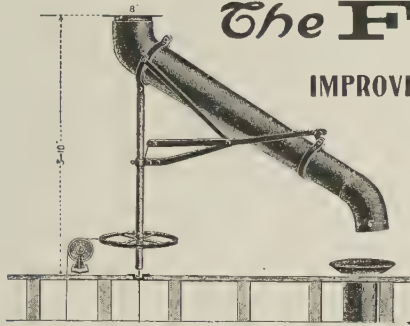
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Ease of Operation with Certainty of  
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Making the Flour City the best distributing spout  
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### Hall Signalling Distributor

Non-Mixing

Signals operator when  
"bin full" or  
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Prevents  
mixing.

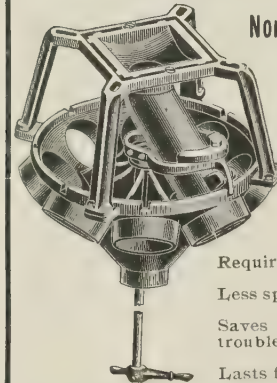
Prevents  
chokes.

Requires less cupola.

Less spouting.

Saves labor and  
trouble.

Lasts forever.



Hall Distributor Co.

222 FIRST NATIONAL BANK

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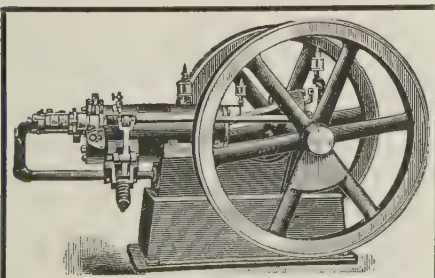
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It Will Pay You (and Us) to get our Prices.  
Good Stock, Prompt Shipments, Try Us

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from top to bottom. If you need  
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But the GENUINE is worth the PRICE, and our

Pat. Ear Corn Automatic Chain Feeder is the original, most durable,  
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ELEVATOR, COAL AND LUMBER business for sale. Address G. H. Carter, Pekin, Iowa.

ELEVATOR at Morrison, Oklahoma, for sale. Address T. J. Donahue, Morrison, Okla.

ELEVATORS in Kansas for sale. Address E. J. Smiley, 37 Crawford Bldg., Topeka, Kan.

WRITE TO AARON SMICK, Decatur, Illinois, if you want to trade your elevator for a farm.

ELEVATORS FOR SALE in all the states. List your properties for sale with me. Aaron Smick, Decatur, Ill.

INDIANA ELEVATOR for sale; 10,000 bushels capacity; best point in state. Write quick. Ross Bros., North Grove, Ind.

OHIO ELEVATOR for sale; all complete; 2 cleaners, 2 dumps; coal and feed; in a good grain country. Address T. T. Beatty, Rattlesnake, Ohio.

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ELEVATOR FOR SALE in good grain country; 40,000 bushels capacity. Handle coal and feed. Elevator new and in good repair. Address W. Senf, Latimer, Franklin Co., Iowa.

FOR SALE—One or both of our elevators in best corn country on earth. Write for particulars if you mean business. Failing health cause of selling. P. O. Box 835, Shenandoah, Iowa.

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MINNESOTA ELEVATOR for sale; 25,000-bu.; all complete, cleaner, dump and weigh-out scales; Fairbanks Gas Engine. Buffalo Elevator Co., Buffalo, Minn.

ONE OR BOTH of my elevators and coal business in good grain country for sale or trade for desirable farm land in central Ohio. Write for particulars. T. M. Latham, Hayden, Ohio.

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ILLINOIS ELEVATOR for sale. A postal card will bring you a full, complete and accurate description of an up-to-date elevator, where local conditions are first-class. Located where corn is raised—Douglas Co., Ill. Address John Milt Cox, Arcola, Ill.

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ONLY elevator in southern Ohio town, in extensive corn and wheat valley. Storage 40,000 bu.; modernly equipped; built three years. Exclusive coal trade. A fine money maker; owner has not time to give it attention. Price \$6,500, part cash. Address Morgan, Box 9, care Grain Dealers Journal, Chicago.

ELEVATOR FOR SALE in the corn belt of central Iowa. Only elevator in the town; having steam power, corn sheller and feed grinding burrs; capacity 20,000 bushels. Splendid opening for lumber with it. Splendid opening for somebody. Price only \$2,500.00. Address Stilwell, Crow & Co., Lebanon, Mo.

INDIANA ELEVATOR for sale, new; all new machinery of the latest and best patterns; all up-to-date. Doing a good business. Located in one of the best corn and oats countries, and on a good road, the Big Four. Will sell cheap on account of sickness. Address Lark, Box 12, Care Grain Dealers Journal, Chicago, Ill.

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GOOD NEW ELEVATOR must be sold by receiver. Capacity 15,000 bushels. Power, electricity. Equipped with the newest and best machinery for handling all kinds of grain and seeds. Excellent retail and exchange location. Address R. M. Knepper, Receiver, Tiffin Grain Co., Tiffin, Ohio.

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OR ANY OTHER KIND OF BUSINESS OR REAL ESTATE?

I can sell it for you at the highest price and on the best terms. Send description and price.

IF YOU WANT TO BUY any kind of business or real estate anywhere, at any price, write me your requirements. I can save you time and money.

Established 1881. Bank references. Write today FRANK P. CLEVELAND, Real Estate Expert, 5951 Adams Express Bldg., CHICAGO, ILL.



# GRAIN DEALERS' EXCHANGE.

The rate for Advertisements in this department is 15 cents per line each insertion.

## ELEVATORS WANTED.

ELEVATORS WANTED, one or two, well located. Cowen Bros., Wellington, Ill.

GOOD ELEVATOR in good grain district wanted to rent, by reliable shipper. S. E. Waters, Miamisburg, Ohio.

AARON SMICK, DECATUR, ILLINOIS, has elevators for sale or trade in Illinois, Indiana and Ohio. Write him.

ELEVATORS WANTED—One or two in Ohio or northern Indiana. Give full particulars. J. J. Overmeyer, Hicksville, Ohio.

GOOD ELTR. wanted in exc. for a section of fine stock and grain land in southern North Dakota. Union County Investment Co., Elk Point, S. D.

ELEVATOR WANTED in Indiana or Ohio, handling not less than 200,000 bushels annually, with good side lines. Address Greeley & Co., Arcola, Ind.

GOOD ELEVATOR wanted in exchange for first class black loam grain farm. Only those desiring to trade need write. Address W. S., Box 51, Cowden, Ill.

A LINE of from 5 to 20 elevators in northern Iowa or southern Minnesota wanted. Address P. S. R., Room 32, Chamber of Commerce, Minneapolis, Minn.

## ELEVATORS WANTED.

GOOD ELEVATOR wanted in exchange for a good 160-acre farm, partly improved, in Wilkins County, Minn. Address L. D., box 11, care Grain Dealers Journal, Chicago, Ill.

ELEVATORS AND MILLS wanted in exchange for farms and ranches. If you want to sell or exchange list with me. Give description in first letter. Address J. M. Davis, Room 508 Commerce Bldg., Kansas City, Mo.

ELEVATOR WANTED in good location in Illinois or western Indiana; must handle not less than 250,000 bushels annually. In answering, please give kind of power and condition of elevator in general. H. D. Baird, 25 Buchanan St., Danville, Ill.

ELEVATOR WANTED to rent with view of buying, by experienced grain man prepared to buy if suited. Prefer only one house at station in corn, oat and wheat section of Ohio, Indiana or Illinois. Please give price of property, etc., in reply. Address J. B. Outram, Urbana, Ohio.

## THEIR AD Brought Business

C. P. & J. LAUSON, Milwaukee, Wis.:

Please discontinue our ad. of engines for sale in the Journal. Our ads in your Journal were very effective.

## MILLS FOR SALE.

PLANSIFTER Mill, 50 to 60-bbl., easy terms; good farming country; side track to door. W. Wieden, Dorchester, Wis.

GRIST MILL for sale; in center of dairy district, 44 miles west of Chicago. Doing good business. Address Grist Mill, Box 10, care Grain Dealers Journal, Chicago, Ill.

NEW PLANSIFTER MILL, 75-bbl., for sale; steam power. Cost over \$11,000. Will take \$8,500, or will sell half interest. Feed all sold at mill door; plenty of good wheat; good territory. Lawrence Roller Mills, Lawrence, Neb.

NIANGUA ROLLER MILL at Nian-gua, Mo., 207 miles west of St. Louis, on side track of St. Louis & San Francisco R. R. This is a modern, 80-barrel steam flour mill, with facilities for handling and shipping grain. A bargain for some one. For description and particulars, address Max & Beckett, Niangua, Mo.

ROLLER FLOURING Mill for sale, 100-barrel, with elevator capacity 25,000 bushels. Water the entire year for corn and chop; six months for flour. Situated in a prosperous town of 12,000 inhabitants on two trunk line railroads. Mill doing excellent business; running day and night; booked 30 days ahead. Full particulars upon application to Huntington Mill Co., Huntington, Ind.

## SET OF BOOKS FOR GRAIN DEALERS

COMPLETE FOR \$3.50.

### A GRAIN RECEIVING BOOK (No. 12 AA).

Grain Register is invaluable to the country grain man and is designed to facilitate the work of keeping a record of weights and number of bushels in wagon loads of grain received.

Each page is 8½x14 inches, and at top of the 11 columns are printed Date, Name, Kind of Grain, Gross, Tare, Net, Bushels, Pounds, Price, Amount and Remarks.

Each page has spaces for 40 wagon loads and each book has 100 pages, making each book contain spaces for records of 4,000 loads. The book is well printed and ruled on sterling ledger paper, and substantially bound in extra heavy binder board with leather back.

### A GRAIN SHIPPING BOOK (No. 14 AA).

Sales, Shipments and Returns is invaluable to the country grain man in keeping record of his sales, shipments and returns from the shipments made. Its use will save much time and book work. The pages are 10½x16½ inches, used double. The left-hand pages are ruled for information regarding Sales and Shipments; the right-hand pages for Returns. Under Sales the column headings are Date, Amount Sold, Price, Grain, Terms. Under Shipments are Date, Car Number and Initial, Our Weights in Bushels, Grade, Route, Rate. Under Returns are Destination, Grade, Difference, Bushels, Over, Short, Gross Proceeds, Freight, Over, Short, Commissions, Other Charges, Total Charges, Net Proceeds, Drafts, Remarks.

It contains 76 pages, with room for records of over 2,200 cars. It is well bound in heavy canvas covers with leather corners and printed on linen ledger paper.

## GRAIN DEALERS COMPANY

255 La Salle St., Chicago, Ill.

## Grain Purifying

If you want full price for No. 4 oats, or for all off-grade oats and barley, you can get it by purifying with our System.

If you don't want full value, don't purify before shipment, and then you can sell at a heavy discount, and the transfer or terminal elevators will purify the grain and reap the profit—just as they have been doing for years.

An elevator proprietor who never saw a purifier until he installed ours during the past season, informs us that he took four cars of mixed oats all of the same quality, and after purifying two cars shipped to Chicago, where the two cars not purified inspected "No. 4, badly damaged, musty," and the two cars purified inspected "No. 2 oats." Then of three cars of poor white oats of like quality, he purified one car and two he did not purify, and shipped to Chicago, where the two cars not purified inspected "No grade white oats, burnt," and the car purified inspected "Three white oats." Then he took seven cars of No. 4 white oats and purified them and sent to Chicago, where they were officially inspected two cars as "No. 3 white oats" and five cars as "Standard."

For Descriptive Circulars and Samples of Grain, address

## CALDWELL & BARR EARL PARK, INDIANA.

Both our Purifier and Process for Purifying are fully covered by U. S. Letters Patents, and while they are beneficial to all grains, they are especially valuable in removing mould, must, smut, fungus and weather or water stains, bad odors and smells from oats and barley, cooling when hot and drying when moist, without impairing their natural color, aroma or germinating qualities.



## GRAIN DEALERS' EXCHANGE.

The rate for Advertisements in this department is 15 cents per line each insertion.

## ENGINES FOR SALE.

GASOLINE Engine for sale, 10-h. p. Temple Pump Co., 15th Place, Chicago.

MIAMI GASOLINE Engine, 6-h. p., horizontal, for sale cheap. 117 E. Seventh St., Cincinnati, Ohio.

VERTICAL GAS or Gasoline Engine, 17-h. p., for sale. W. S. McKinney & Co., 204 Dearborn St., Chicago, Ill.

"GUS" Gas and Gasoline Engines. "None better made." Write for prices. Carl Anderson Co., 23 N. Clinton, Ch'go.

OTTO GAS ENGINE for sale, 7½-horse power, second-hand. Hafner Furniture Co., 2620 Dearborn St., Chicago, Ill.

GASOLINE ENGINES for sale; slightly used; guaranteed good as new. Witte Gas & Gasoline Engine Co., 43 S. Canal St., Chicago, Ill.

KEROSENE OIL ENGINES give better satisfaction. Send for catalog. International Power Vehicle Co., 56 W. Washington St., Chicago, Ill.

GASOLINE ENGINES for sale; new and second-hand; from 1 to 20-h. p.; in good running order. Globe Iron Works Co., 2419 University Ave. S. E., Minneapolis, Minn.

GASOLINE ENGINES for sale; all sizes; immediate delivery; guaranteed 5 years. At one profit—maker to user. Witte Gas & Gasoline Engine Co., 43 S. Canal St., Chicago, Ill.

PEASE ENGINE, 18-h. p., double cylinder, clutch pulley, for sale. Thoroughly reliable; price right. If you want an engine that will run, write Pease Engine & Machine Works, Goshen, Ind.

GASOLINE Engines of any make taken in trade for new engine, or will overhaul and put old engine in running order. Address Bauer Machine Works Co., Kansas City, Mo.

GASOLINE ENGINES for sale—30-h. p. Webster; 25-h. p. Fairbanks-Morse; 14-h. p. Otto; 9-h. p. Otto; 6-h. p. Fairbanks; 22-h. p. Foos; one of each. A. H. McDonald, 36 W. Randolph St., Chicago, Ill.

GASOLINE ENGINES, all sizes from 2 to 90-horse power. Also boilers, steam engines, pumps, roofing material, pipe, radiation, etc. Ask for catalog No. 326. CHICAGO HOUSE WRECKING CO., West 35th & Iron Sts., Chicago, Ill.

ALL SIZES of the high-grade Lammert & Mann gasoline engines for sale. Also several second-hand engines of other makes and in good repair at a bargain; write for description and prices. Lammert & Mann, 155-161 S. Jefferson St., Chicago.

FOR SALE at a bargain—One new 25-h. p. Brown Gas and Gasoline Engine, one new 15-h. p. Brown Gas and Gasoline Engine, two second-hand 12-h. p. Badger Portable, one 2½-h. p. Stover and 2½-h. p. Witte Gasoline Engines. C. P. & J. Lauson, 103 W. Water St., Milwaukee, Wis.

## ENGINES FOR SALE.

GASOLINE ENGINE, 4 h. p., for sale; good as new; \$115. Coey & Co., Cottage Grove and 53rd St., Chicago, Ill.

FOR SALE—The following second-hand gas and gasoline engines: 60-h. p. Foos, 65-h. p. New Era, 35-h. p. Otto, 15-h. p. Lambert, 10-h. p. Otto, 5-h. p. Fairbanks, 6-h. p. Webster, 4-h. p. Foos, 4-h. p. Witte, 3½-h. p. Des Moines, 2½-h. p. Fairbanks. Backus Gas Engine Co., 22 S. Canal St., Chicago, Ill.

## ENGINES AND BOILERS.

FOR SALE—One 10-h. p. steam engine and boiler, complete outfit; one 6-h. p. steam engine and boiler; 12-h. p. boiler. F. P. Otis, Blue Springs, Neb.

ATLAS HORIZONTAL ENGINE and boiler for sale; 15-h. p., used but little. Fine condition. Just the thing for an elevator. Price \$250, complete. Wallace Machinery Co., Champaign, Ill.

FOR SALE—14-h. p. fire box boiler and 12-h. p. stationary slide valve engine, with stack and fittings, almost as good as new. \$150.00 buys entire outfit. For description inquire of L. C. Notbohm, Rome, Wis.

FOR SALE—1 Horizontal Plane Slide Bay State Engine in good condition, 100-horse power, cylinder 16 by 24, price \$450.00; 1 Horizontal Erie Boiler, good as new, 72 in. by 18 in., with 70 3½-in. flues, price \$600.00; 1 Horizontal Boiler, marine type, 72 in. by 18 in., with 70 3½-in. flues, price \$450.00. Hygienic Food Co., Battle Creek, Mich.

## MISCELLANEOUS.

FIRMS having any business relations with Kell & Co., of Mt. Vernon, Ill., will confer a favor by addressing Lek, Box 11, care Grain Dealers Journal, Chicago, Ill.

SNAPS—Nine 500-bu. hopper scales. How many do you want? Separators from \$35.00 to \$60.00. Scourers from \$35.00 to \$50.00. Feed rolls, \$50.00 to \$75.00. Allis Roller Mills, 9 x 18, \$125.00. Several 25 to 50-bbl. mill outfits; one 150-h. p. steam Corliss; one Mitchell Scroll. Make an offer on something. S. G. Neidhardt, 1028 Delaware St., S. E. Minneapolis, Minn.

## SCALES FOR SALE.

SCALES for elevators and mills; lowest prices. Chicago Scale Co., Chicago.

THE BEST heavy scales for grain dealers. Government Standard Scale Works, Terre Haute, Ind.

NEW AND SECOND HAND Railroad, Track, Hopper and Wagon Scales for sale. Give us a trial. We will save you money. Beckman Bros., Des Moines, Ia.

FOR SALE—30 sets of 42,000-pound Fairbanks-Morse Compound Beam Hopper Scales, as good as new. Can furnish framing timbers with these scales. Prices on application. Trans-Mississippi Grain Co., 532 Bee Bldg., Omaha, Neb.

## MACHINES FOR SALE.

KELLEY Duplex Grinding Mill, No. 3, in good order, for sale cheap. Wm. Drew & Sons, Delisle, Ohio.

MONITOR ROLL for feed, for sale; 3-high; in good condition. Plymouth Milling Co., Le Mars, Iowa.

FOR SALE—One No. 1 Western Shaker Cleaner, new and cheap. Write A. S. Garman & Sons, Akron, Ohio.

ONE NEW PROCESS SHELLER No. 1, for sale; in good repair. Cheap. Finch & Freeman, Dayton, Ind.

ONE BARNARD & LEAS NO. 2 Double Cylinder Corn Cleaner for sale. In good condition. Price \$25.00. I. R. Kennard, Moran, Ind.

SPECIAL BARGAINS IN SEPARATORS AND CLIPPERS. Write for Circular No. 18, now ready. A. S. Garman & Sons, Akron, Ohio.

MARSEILLES NEW PROCESS CYLINDER SHELLER for sale, size 1. As good as new. Will sell cheap. The Oto Grain & Live Stock Co., Oto, Ia.

CORN SHELLER for sale—One "Miami Valley", built by Philip Smith of Sidney, Ohio. In good running order. Address Winfield S. Fries, Greenfield, Ind.

FOR SALE—Two 500-bushel Western Shellers and Cleaners, combined. One Marseilles Portable Sheller (mounted). One steel burr for grinding and crushing corn and cobs. Will sell cheap. Address Hoosier, Box 12, Care Grain Dealers Journal, Chicago, Ill.

## MISCELLANEOUS FOR SALE.

WANTED TO CORRESPOND with shippers of grain and hay, who wish to do business in this territory. Geo. T. King, Hay & Grain Broker, Richmond, Va.

WHOLESALE GRAIN SHIPPING BUSINESS in Ohio for sale. Established 20 years. Large clientage East, South and West. Fine opening for energetic man. Other business requires time of owner. Address Wholesale, Box 10, care Grain Dealers Journal, Chicago, Ill.

ELEVATOR OUTFIT for sale; consisting of 20-h. p. boiler (Nagle), 16-h. p. engine (Frost Mfg. Co.), No. 2 Western Corn Sheller, No. 2 Rolling Screen Cleaner (Barnard & Leas), pulleys and shafting; all in good order. Will sell cheap. Inquire of J. A. Funk, Blanchard, Ia.

FOR SALE—2,400 ft. of second-hand 5-ply, 17½-inch wide rubber belt. 2,800 elevator buckets, 6 x 14½, four holes, with brace in center. Can furnish boots to go with this belt. Four steel pans, 168 in. long at top, 92 in. long at bottom, 60 in. deep. Prices made on application. Trans-Mississippi Grain Co., 532 Bee Bldg., Omaha, Neb.

FOR SALE—The official list of all the millers, grain, hay and bean shippers in Michigan. Price of book without the quarterly corrections, \$1.50; price of book with quarterly corrections, \$3.00; cash with order. Address M. G. Ewer, Secretary-Treasurer Michigan Grain Dealers Association, Room 6, Kingman Block, Battle Creek, Michigan.



# GRAIN DEALERS' EXCHANGE.

The rate for Advertisements in this department is 15 cents per line each insertion.

## SITUATIONS WANTED.

FIRST CLASS NO. 1 MAN wishes position as manager of country elevator. Address Lock Box 323, St. Anne, Ill.

POSITION wanted with grain firm. Have solicited cash business and had charge of line of elevators. Address Experience, Box 4, Care Grain Dealers Journal, Chicago, Ill.

POSITION WANTED as buyer for line eltr. co.; 8 years experience; will work reasonable to start; best references. State wages. Address Box 43, Cloverdale, Ia.

SITUATION WANTED as manager of country elevator and taking care of machinery; not afraid to work; speak English and German. Good references. Address J. W. D., Box 11, care Grain Dealers Journal, Chicago, Ill.

## HELP WANTED.

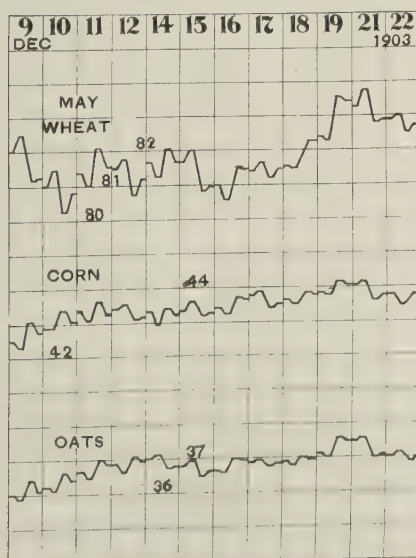
BOOKKEEPER AND STENOGRAPHER wanted. Young man who has had office experience in the grain business and who will be competent to carry on the work. Must furnish references as to character, etc. Position permanent. Wages \$50 to \$60. Address Line Company, Box 12, Care Grain Dealers Journal, Chicago, Ill.

## PARTNERS WANTED.

GOOD PARTNER wanted, with ten or fifteen thousand dollars capital to buy half interest in one of the best elevator and wholesale grain businesses west of the Mississippi River. For further particulars address Partner, Box 1, Care Grain Dealers Journal, Chicago, Ill.

## Chicago Prices

The opening, high, low and closing quotations on wheat, corn and oats for the May delivery at Chicago for two weeks prior to Dec. 23 are given on the chart herewith.



## GRAIN AND SEED FOR SALE.

CLOVER SEED, Wheat, Corn and Oats for sale. Address Kinsey Bros., North Manchester, Ind.

TIMOTHY SEED for sale. Write for samples and prices. Address L. L. Druley & Co., Huntington, Ia.

WHITE WHEAT AND ALFALFA SEED. When needing white wheat or Utah Alfalfa seed, write or telegraph Sam Williamson, Salt Lake City, Utah.

FOR SALE—3,000 bus. choice seed. When in need of Alsike, Mammoth or Red Clover Seed, write to Ireton Bros. & Eikenbary Co., Van Wert, O., for prices and samples.

SPRING RYE, EARLY FORTUNE MILLET, Broom Corn Millet, Siberian Millet, Red River Early Ohio Seed Potatoes, Speltz, etc., for sale in carloads. Fargo Seed House, Fargo, N. D.

## HAY WANTED.

CLOVER HAY WANTED—One carload choice clover hay. Geo. Hess, Jr., Tacoma Bldg., Chicago, Ill.

WANTED—WE Want to buy 500 tons of Number One Tangled Rye Straw. Please write us at once and name us price loaded on your track, or delivered Memphis. John Wade & Sons, Memphis, Tenn.

## Receipts of Wheat and Corn at Primary Markets.

Receipts of winter and spring wheat at the leading primary markets since July 1 and prior to Dec. 23 have been 142,413,000 bus.; compared with 178,871,000 bus. for the corresponding period of the preceding year.

Corn receipts at primary markets for the present crop year prior to Dec. 23 have been 79,024,000 bus., against 56,967,000 bus. for the corresponding period a year ago.

## GRAIN WANTED.

BUCKWHEAT GRAIN WANTED. Address H. H. Emminga, Golden, Ill.

PRIME YELLOW EAR CORN wanted. Daniel McCaffrey's Sons Co., Pittsburg, Pa.

OATS WANTED, Black and Dark Mixed. Send samples and quote. W. H. Small & Co., Evansville, Ind.

WANTED—Alfalfa, Millet, Cane Seed, Kaffir Corn and Timothy Seed in car lots. W. H. Small & Co., Evansville, Ind.

PRICES WANTED on corn, hay, oats, flour, bran, meal, chops, feed all kinds. Best market south. Send sample. Wire; write. H. G. Smith, Birmingham, Ala.

GOOD YELLOW EAR CORN wanted—Any part of twenty-five cars. Write us for prices, terms, etc. Marietta Brokerage Co., Marietta, Ohio.

WANTED—Five to ten cars wheat screenings, one to two cars damaged wheat, three to five cars German millet, five to ten cars seed corn. Name delivered prices. Dan Joseph, Columbus, Ga.

WANTED—QUOTATIONS on Corn, Oats, Hay, and Bran. H. D. COTHRAN & CO., ROME, GA. References: R. G. Dun & Co., and First National Bank.

## SECOND-HAND

Shellers, Cleaners, Clippers, Scales, Feed Mills, Steam Engines, Boilers, Gasoline Engines, Belting, Buckets, Conveyors or any other elevator machinery can be bought or sold quickly by placing an ad. in the "Wanted" or "For Sale" columns of the

**GRAIN DEALERS' JOURNAL**

OF CHICAGO.  
COSTS 15 CENTS PER LINE.

**GRAIN DEALERS' JOURNAL**

255 La Salle St., Chicago, Ill.

Gentlemen—Enclosed find One (\$1.00) Dollar, for which please send the *Grain Dealers Journal* on the 10th and 25th of each month for one year to

Name of firm.....

Capacity of Elevator..... Post Office.....

.....bus. State.....



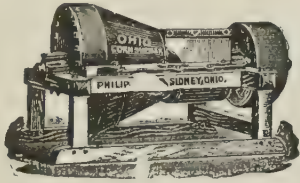
**The Gas and Gasoline Engine and Its Age**

Is a practical hand book of questions and answers on difficult problems, which may arise in the care and operation of a Gas or Gasoline Engine. It is a reference book for users and those contemplating the purchase of a gas or gasoline engine.

It is well bound in cloth covers, printed on book paper and of convenient size. Profusely illustrated. Price, \$1.00.

GRAIN DEALERS COMPANY,

255 La Salle St., Chicago, Ill.

**No "Shell Game"**

Can clean one out of ear corn so quickly, so neatly and completely as

**The OHIO Corn Sheller**

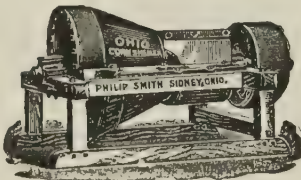
**CLEANS CORN FROM THE COBS**

It plays "the game" with all shelling surfaces chilled.

New Corn or Old Corn stands no chance. However, it gives everybody satisfaction.

**THE PHILIP SMITH CO.,**  
**SIDNEY, OHIO**

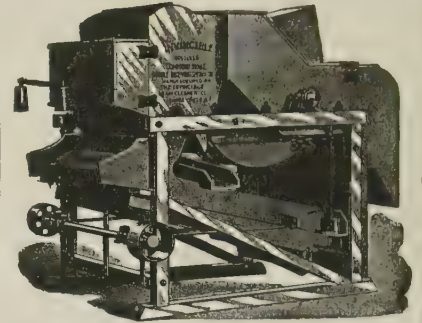
Can tell you how their machine does  
"the trick." Ask them.

**INVINCIBLE**

Compound-Shake Dustless, Double

**RECEIVING SEPARATOR**

(Eleven Sizes)



Meets every requirement of the elevator and warehouse man.

Made in wood or steel. Runs absolutely smooth and quiet. No shake or tremble.

**The Best Money Can Buy.**

A cleaner that cleans at a minimum expense for power used. A machine that can be depended upon to do the work required of a separator as it should be done. It has many desirable features which are explained in our catalog.

We manufacture a full line of Elevator Machines. Send for catalog.

**Invincible Grain Cleaner Company**

Invincible Works,

SILVER CREEK, - - - N. Y.

REPRESENTED BY

W. J. Scott, 94 Traders Bldg., Chicago, Ill.  
Edw. A. Ordway, 512 Exchange Bldg., Kansas City, Mo.  
Chas. H. Scott, Nicolet Hotel, Minneapolis, Minn.  
J. N. Bacon, Baichner Block, Indianapolis, Ind.

**THE MONITOR SCHOOL****LESSON IN MONITOR TESTS**

We are always pleased to show Monitor Grain Cleaning Machinery in actual competition with other machines because that is when its many wonderful points of superiority become most noticeable. Indeed, we know the merits of Monitor Machinery so well that we sell all machines conditional on a thirty days' trial on the purchaser's own floors.

There is no reason why you should take chances on buying what may be inferior machinery when you can secure the Monitor—the proven, tried and true grain cleaning machinery.

Write for catalogue of the lines which include warehouse and receiving Separators and Scourers, Oat Clippers, Buckwheat Shuckers, Flax Cleaners, Seed Cleaners, and kindred machines.

**HUNTLEY MFG. CO., Silver Creek, N. Y.**

BRANCHES: 302 Traders Building, Chicago—F. M. SMITH, Manager.  
418 Third Street, Minneapolis. Minn.—A. F. SHULER, Manager.  
121 Front Street, New York—J. W. PERRINE, Manager.





## GRAIN DEALERS' JOURNAL

Published on the  
10th and 25th of Each Month

BY THE

**GRAIN DEALERS COMPANY**

255 La Salle Street,  
CHICAGO, ILL.

**CHARLES S. CLARK, Manager.**

### Subscription Rates

if paid in advance One Dollar per year; Sixty Cents for six months; if not paid in advance, \$1.50 per year. Single copies ten cents.

To Foreign Countries within the Postal Union, postage prepaid, \$2.00 per year in advance; to Chicago outside carrier limits, \$1.50.

A Red Wrapper on your Journal means your subscription has expired

### Advertising Rates

furnished on application. The advertising value of the Grain Dealers Journal as a medium for reaching the grain dealers and elevator men of the country is unquestioned. The character and number of advertisements in its columns tell of its worth.

"Wanted" and "For Sale" advertisements under the head of **Grain Dealers Exchange** cost 15 cents per line, each insertion.

### Letters

on subjects of interest to those engaged in the grain trade, and trade news items are always welcome.

CHICAGO, ILL., DECEMBER 25, 1903.

TURN over a new leaf; begin the new year right; resolve to buy grain at a fair profit or not at all.

TO ALL OUR PATRONS we wish a Merry, Merry Christmas and a Happy, Prosperous New Year.

SHOW a Christmas spirit to your competitor. Both will be happier and better off.

GRAIN MIXERS of St. Louis are being roasted by millers who prefer to do their own mixing.

DULL! Certainly it is dull, but did you ever know a holiday season when the grain business was not dull?

MINIMUM RATES on export grain are again being cut to a figure which shall gain the needed tonnage for outgoing vessels.

WANTED—A sure preventive for corn-ers in wheat. Your own price if it will do the work and dehorn the bulls. Address any St. Louis miller.

IF RUSSIA AND JAPAN become involved in war and draw other European nations into the struggle the price of wheat may go chasing a skyrocket, or one of the new comets.

LUCKY indeed are the grain dealers of districts where the corn is not in condition to handle and the farmers persist

in holding for higher prices. The bullish sentiments of the growers is sure to save thousands of dollars to the dealers.

MORE corn has and is being shipped in the ear this year than for many seasons passed. Shippers who suffered heavy losses on hot corn last season can not soon forget the lesson.

ADVERTISING a new elevator by immediately instituting a fight on the old established dealers at the station is by far the most expensive plan known to the trade—expensive not only to the new concern, but to all the dealers of the district.

OVERDRAFTS on shipments made is an easy and generally a sure way of getting the receiver's money, but the shipper who habitually indulges in the practice loses what is worth more than the money to him and that is the good will of the receiver.

CHAMBERLAIN'S agitation for preferential tariff with the British colony continues to wax warm. The success of the move is not yet certain, but Great Britain can be depended upon to buy much of our grain, even tho preferential duties are established.

AT LAST the true solution of why the eastern horse will not eat barley mixed oats has been brot forth by a Chicago shipper who had just returned from the horse. The horse says he could stand 25 per cent barley in his oats, but when it came to 60 per cent it made him dizzy. He must have signed the pledge when quite young.

THIS JOURNAL is published for the exclusive use of those identified with the grain trade and we sincerely hope that those who are fortunate enuf to secure it will keep it to themselves. The very fact that a South Dakota farmer has written to us for bids on grain shows that at least one grain dealer does not keep his grain trade bible to himself.

SUPERIOR parties who are anxious to get control of the inspection and of the revenue for such work done at the head of the lakes, continue to froth at the mouth and charge all kind of wrong-doing to the Minnesota inspectors and the operators of the grain elevators on the Wisconsin side of the bay. The politicians interested do not care a rap about the welfare of their city or its grain trade. What they are interested in is revenue.

McCUMBER, North Dakota's Senator, has a new bill providing for the establishment of a bureau in connection with the Agricultural Department which shall have supervision of the inspection of grain. Inasmuch as Congress has authority only to regulate commerce between the states, the establishment of such a bureau in addition to the present grain inspection de-

partment would burden the trade with only one more gang of heelers. No benefits wud accrue.

BUYING scales for a grain elevator without fair consideration for the after-cost is quite certain to prove a most expensive investment. The cost of poor scales, which are continually getting out of repair, is not only increased by the cost of such repairs, but is rapidly multiplied by the losses due to the inaccuracies of the weights obtained. Frequent inspections by competent men who have no ax to grind will also prove quite profitable.

THE MISSOURI state grain inspection department has raised the fee for inspection at St. Joe to 65 cents a car, which of course has resulted in vigorous protests from the dealers of that city. The shippers who have been using that market will also protest. The natural result will be that the politicians will be run out and the inspection placed in charge of the Board of Trade. The city has no public elevators, hence the grafters are entirely out of place.

BUCKET-SHOPS have no right to live. Generally they are a swindle and a fraud—a base imitation of what the misinformed believe to be a grain exchange. They bring the real exchange into rank disrepute with the public by their trickery and dishonesty. All of the country bank clerks who misappropriate funds entrusted to their keeping are charged in the dispatches with speculating on the Board of Trade, when if the truth be known they were robbed by a bucket-shop keeper.

SHOVELMEN of Chicago eltrs. who have been striking for 27½ cents per hour, will be pleased to learn how the operators of a country transfer eltr. were given even more money. The shovelmen were paid by the hour, but worked so slow they materially reduced the handling capacity of the elevator. It was decided to pay them by the thousand bushels removed from in-car and trimmed in the out-car. The shovelmen soon got a hustle on their movements and increased the handling capacity of the elevator 25 to 40 per cent a day and increased their own earnings even more.

TRADE ETHICS, according to the general impression of all association workers, has gradually been raised to a higher plane. Discussion of trade problems, of the rights of the buyer and of the seller, the arbitration of such cases and the publication of suits and decisions bearing on the rights of each party in cases of similar character, are not only educating all readers to a clearer conception of their own rights in such cases, but are embuing them with a truer sense of justice, giving all a fairer consideration for the rights



of the other fellow. In view of the conditions which existed six or eight years ago, the present conditions are decidedly encouraging for even greater improvement.

THE INSURANCE companies which, in their greed overreached themselves, and forced the owners of the Great Northern Steel Elevator S at Duluth to issue indemnity bonds, have seen the error of their ways and, reduced the charge for insurance from \$1.25 to 50 cents, which is considered reasonable. It does not always seem possible for stock company agents to take a reasonable view of the hazards surrounding a risk until they look at it thru their own pocket book.

GRAIN and stock dealers of Armour, Delmont and other towns of South Dakota are in a fight on the catalog houses and those who patronize them. The retail merchants propose to insist upon the settlement of all accounts on or before Dec. 16 of each year. It seems the farmers, have been leaving their account at the home stores go unpaid and sending their cash to the catalog houses for supplies. The grain dealers of that section must be pretty easy to refuse, out of consideration for the local merchants, to buy grain or stock from offending farmers. Surely the merchants will not do that much for the grain dealers. They are always the first to encourage a new eltr. if they think overbidding will result.

A BILL has been introduced into the U. S. Senate and in the House of Representatives, which, if it becomes a law, will reverse the operation of the interstate commerce law in that orders of the commission shall become operative within 30 days after their promulgation and shall continue in force until suspended or set aside by U. S. Courts upon review or appeal. The inability of the commission to enforce its own rulings has resulted in rail carriers ignoring entirely the orders of the commission when these orders do not meet with the views of the offending railroad companies. If the shippers of the country are alive to their own interests and go after their representatives in Congress in a way that will secure their support of the bill, the interstate commerce law will come nearer to preventing discrimination than it ever has done.

DEMURRAGE is said to be a most useful method of discriminating against the small shipper and in favor of the large. When the influence of the trade is strong enuf either to abolish the charge entirely or make it reciprocal and enforce it equally without favor, it will do the good which the carriers now seem to be seeking thru its partial enforcement. The carriers themselves are the greatest offenders in this matter of delay. At junction and terminal points thru lack of

method in handling carload shipments it sometimes takes weeks and months to move a car two or three miles. The railroads need car-clearing yards at terminals, where the freight receipts of each day can be daily distributed according to instructions. The trade of Minneapolis and Chicago has suffered greatly thru the bungling methods used in trying to handle the freight business.

MINNESOTA'S Railroad and Warehouse Commission, which for a time gave out all notations regarding condition of cars on arrival at Duluth made by the employes of its Weighing Department, has finally refused to give out such information except where shippers have filed claims for shortage. Then will the commission give out this information regarding the condition of the car. The commission claims that issuing reports on every car resulted in the filing of many unjust claims by country shippers. Inasmuch as the weighing department employes are paid for their services by the shippers, it would seem right and proper that they should give out the information in every case where the condition of the car would seem to indicate much of a loss to the shipper. If the employes of the weighing department are working for the railroad companies then they should look to the railroad companies for their pay.

THE SECRETARY of the Superior Board of Trade has recently taken three columns of valuable space in a local newspaper to show how the elevators have robbed everybody, the principal burden of his song being that altho they received 307,752 bushels of No. 3, 299,284 of rejected, 1,675,266 of No Grade and 62,816 of Western, they shipped out of these grades only 93,000 bushels of rejected. The elevators also took in 2,088,754 bushels of No. 2 Northern, but shipped out only 585,639 of No. 2, while the receipts of No. 1 Northern amounted to only 2,511,937, the shipments of No. 1 Northern were 6,080,339 bushels. The Secretary is an expert at figures, as he finds it very easy to show a profit to the elevators on account of the manipulations of grade amounting to \$330,377.27. If the elevators have not the right to improve the grain by cleaning, scouring, drying and mixing, then the secretary should see that steps were taken to prevent such gross violations of the law. He can rest assured, however, that unless the elevators are able to make a profit by handling grain, they will stop handling it. The elevator men are not in the business for the prime purpose of supplying sinecure positions to the Politicians of Superior.

#### THIS CLOSES VOLUME XI.

In closing Volume XI of the Grain Dealers Journal, we wish to thank our many patrons for their hearty and gen-

erous support. Much credit for the quality and quantity of our grain news is due our many friends and correspondents who contribute frequently to our columns. Contributions to other departments of the Journal have also materially increased its worth to readers.

During 1904 we hope to increase the number of our correspondents, contributors and readers and render even more assistance to the members of the trade. We surely expect to send out a much better journal—one which shall be of more interest and of more value to every one identified with the grain trade.

The Journal has grown so large and the cost of paper and printing has been so greatly increased that it now costs more than one dollar to fill a new subscription order, still we shall continue for a time, to send it one year for that amount to regular dealers who pay in advance.

1903.

The closing year has been a peculiar one in the grain trade. At the beginning all country elevators commanded what seemed to many extravagant premiums; at the close more are offered at reasonable figures than for many seasons past, and this, too, after a year of an unusual number of sales. It is doubtful if so many transfers were ever before recorded in a single year. A crop failure, a small crop or a bad crop to handle several seasons in succession, seems to, give the average grain dealer the chronic blues, and his first shot is to sell out. We have learned of several discouraged ones who were too hasty to sell in 1902; in fact, their successors had excellent business thruout the season and realized good profits.

While no grain crops were a complete failure, none were uniformly reported good. The quality and the quantity varies greatly in different sections. The 1903 and 1902 crops of corn have done much to educate the hasty dealer to the dangers of handling new corn too soon. Reports of dull business in both the cash and the option trade come from many sections. Most of the country buyers shot the new crop wud bring them an excellent business, but many have so far been greatly disappointed. The man who contemplates engaging in the grain business within the next year can no doubt secure desirable locations at more reasonable figures now than next spring or summer.

The failures in the grain trade during the year have been few, much fewer in fact than was expected by persons in touch with the heavy losses sustained by the many shippers whose grain was delayed by carrier until it spoiled or the time for delivery expired.

Neither has it been a year of remarkable successes, but rather one of mediocrity. However, the average dealer the country



over is not disgruntled and will be found happy to work night and day just as soon as the grain growers desert their bull ideas.

## SCORES CHICAGO INSPECTION DEPARTMENT.

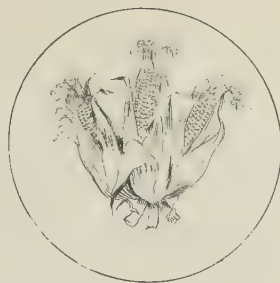
The committee appointed by the directors of the Chicago Board of Trade sometime ago to investigate the charges made against the Grain Inspection Department has reported that it found "grave irregularities" in the work of the Department. It does not hesitate to charge the Inspection Department with being too exacting in grading in grain and too lax in grading out grain.

It consulted with Warehouse Commissioner French and the Chief Grain Inspector in hope of securing for the Board of Trade some voice in the inspection of grain. Meeting with little or no encouragement, the committee has made a most excellent suggestion to the Board of Trade by recommending that the Board employ competent judges of grain to supervise the grain going into and out of regular grain elevators of Chicago.

It is reasonable to suppose, that were the Board of Trade to establish a grain inspection department which should attain that degree of efficiency for which the weighing department is noted, then would all private elevators, brewers, millers and malsters, as well as shippers of thru grain, insist upon having inspection by the Board of Trade inspection department. The state gang of politicians could then go thru the motions of inspecting grain as it went into or out of the regular public elevators only, which would materially reduce the gang of heelers feeding on the trade.

Should the Board try to establish a Department of its own it would no doubt soon have more of the inspecting to do than the state department and thru its inspectors placed at the regular elevators, the politicians would be forced to employ and keep more competent inspectors. It is recommended where evidence of deeds of wrong-doing by the state inspection department is obtained, that the Board shall take legal action against the state officials and advertise to the public their wrong-doing. Any action taken which will result in better work by the state grain inspection department is sure to make Chicago a more attractive market for grain shippers.

Exports of rice products during the 10 months prior to Nov. 1 were 770,810 pounds of rice and 9,168,627 pounds of rice bran, meal and polish; compared with 496,151 pounds of rice and 21,261,704 pounds of rice bran, meal and polish during the corresponding months of last year, as reported by O. P. Austin, chief of the bureau of statistics.



## Greeting.

Here's a Christmas present for you,  
From all lands beneath the sun;  
News from every clime and country,  
Telling how and what is done  
'Mong the men of strong endeavor,  
In the fields of business rife;  
They who bring, and guard, and market  
That which makes the staff of life.

From the land of Manitoba;  
From the valleys and the plains,  
Of the West, and East, and Dixie,  
Where the god of Plenty reigns,  
Herald we the welcome tidings  
Of the ways, and deals, and plans,  
Journeys and eager battles,  
Of the Harvest's allied clans.

Comes this journal here to greet you  
With the season's word of cheer,  
And with wishes that Fair Fortune,  
May throughout the coming year,  
Smile upon and bring you blessings;  
Give you bright success and gain;  
Fill your hearts, and homes, and purses,  
By the power of Golden Grain.

—W. L. Visscher.

## Beards from Our Barley Field.

Right on the heels of the question of better prices comes the question of getting them.

The pen and the sword may be mighty, but a price cutter with a pencil can do a great amount of damage.

It's bad policy to fight a lie with a lie; they will be too friendly to do any good.

In a recent suit for damages brot for expulsion from a German-American society and the distribution of dodgers concerning the plaintiff, a verdict for \$5,500 was returned. This is the first case of the kind in Cook county.

It has been demonstrated that tomato vines can be successfully grafted onto potato plants. Who will discover the vine to grow barley soup?

What is the yearly output of pales from a bucket shop?

Many will agree to arbitrate when they are beaten in court and are unable to "lick" their opponents.

The size of your business may blind the eyes of the many, but only your profit balance counts with your banker.

The gas meter is said to be the invention of a man too lazy to lie. How about scales?

## Lost—Three Cars of Grain.

Even in anything so prosaic as the cash grain trade there are some actual occurrences stranger than fiction. The following is vouched for by a gentleman who formerly traveled for a large commission house:

It seems that a car load of grain was shipped to his firm from Running Water, S. D., having previously been brought down by boat from the territory of the upper Missouri; but it failed to reach its destination, and a tracer developed the fact that the grain had been delivered to Martin & Wyman of Minneapolis. At the same time it was discovered that two other cars belonging to two elevator companies had been similarly diverted; that the three loads had been handled on commission for the account of one Geo. Pratt and the proceeds remitted to him at Lohrville, Iowa.

Further investigation revealed the following: A telegraph operator working at one of the principal junction points on the Milwaukee road had been discharged; but he was in the habit of taking a trick for his successor once in a while, and one night he acted as a substitute while the regular operator went to a dance.

During the evening he was handed a bunch of train bills by the conductor of a freight train; three of these he altered to make Martin & Wyman the consignees and Geo. Pratt the shipper. Previously he had written to M. & W. stating that he had some grain to ship to them from lands in South Dakota; B's-L were written out in proper form and sent to them, and he directed them to send the money to him at Lohrville, Ia. Well, the plan worked perfectly. "Pratt" secured the funds resulting from the sale of the three cars, got married, bought a farm in Missouri, and settled down.

Shortly thereafter he sat in state's prison.

Such folly as he displayed seems incredible, and there must have been a screw loose somewhere in his head; but such were the facts.

Of course, there was a sequel to this story. The owners of the grain made claim on the railroad company, but the latter maintained that Martin & Wyman were responsible, and the matter was carried to the Supreme Court of Minnesota, which decided in favor of the railway.

"This," said the ex-traveling agent, "seems to me very unjust, for the grain was diverted on account of the negligence of one of the company's servants, who gave up his post to another man. If a package of freight had been shipped to me at Minneapolis and placed in the company's warehouse over night, and the watchman had asked a thief to perform his service, would it not be responsible if the property was stolen? I don't see the essential difference between one case and the other."

If a decent margin is added, for profit, to the price of wheat, does the profit amount to much?



Six Varieties of Spring Wheat from the Roller Mill's Experimental Grounds.



## Annual Banquet of the Chicago Board of Trade Weighing Department.

The dinner given in December, 1902, to the employees of the Chicago Board of Trade Weighing Department was so thoroughly enjoyed by all in attendance that Chief Weighmaster H. A. Foss decided to give another this year, and, on Dec. 12th, all of the employees of his department, together with the Chicago Board of Trade Weighing Committee and others identified with the grain trade at Chicago were present.

Altho many of the railroads were badly blockaded by the snowstorm, a number of guests came long distances to attend the banquet, among whom were H. S. Grimes, Portsmouth, O.; Warren T. McCray, Kentland, Ind.; L. Cortelyou, Muscotah, Kan.; A. F. Brenner, Minneapolis; L. T. Hutchins, Sheldon, Ill.; Geo. Beyer and H. I. Baldwin, Decatur, Ill.; Pat Whaley, Cabery, Ill., and Geo. A. Wells, Des Moines, Ia.

The banquet consisted of a 10-course dinner, which gave all more than the opportunity needed to satisfy the inner man. In addition to an abundance of cigars supplied, J. W. McCord, Secy. of the Ohio Asso., sent a cigar weighing a pound and another weighing half an ounce, the large one to go to the man who made the best talk and the small one to the one who refused to talk.

After dinner Mr. Foss called upon the following gentlemen, all of whom told of the good work being done by the Department and of the service performed for the trade:

A. F. Brenner, of Minneapolis, after speaking a few words became ill and withdrew.

L. T. Hutchins, of Sheldon, Ill., told how the correct weights of the Chicago Department were appreciated by the grain shippers of his district and made them all laugh with his reading of "How Brown Got His Hair Cut."

Mr. Grimes, Pres. of the National Asso., complimented the weighmaster and his employees on their most excellent work.

The following letter from Jay A. King, Pres. of the Iowa Asso., was read:

### MR. KING'S LETTER.

Mr. H. A. Foss,  
Chicago, Ill.—  
My Dear Sir:

Your esteemed invitation is received, requesting me to attend the dinner to be given by you on Saturday, the 12th instant, at the Victoria Hotel, to the men engaged in your department of the grain business in Chicago.

When we take into consideration the immense amount of grain that is handled in and through Chicago, all of which is required to be weighed there, and that the determination of such weights cannot be witnessed by the owners of the grain, we get some idea of the importance of the work in which you and the men with you are engaged.

When one has to do with goods belonging to another, while the owner is present, any carelessness, wrongdoing or defect in the appliances used, possibly may be discovered by the owner. At least he has an opportunity to discover irregularities if any are allowed or practiced. When a commodity is being handled by some person for the owner, when he is not present, the responsibility of the agent or employee is greatly increased by the absence of the owner.

The interior grain dealers daily entrust large amounts of grain to be weighed by the men in your department, under your supervision, and in the process of ascertaining the weight of such grain, the consignors have no voice. The very nature of the situation prevents the owner from having any participation or personal knowledge of ascertaining the weights of such grain so consigned. You and those

engaged with you are well aware that, in some instances, men who receive grain to that market have endeavored to receive it at less than its real weight, but in addition to that there are many ways that may cause the weights to be incorrect, without any wrong being intended. The many causes of erroneous weights I need not enumerate; you are more familiar with them than I am. However, you will agree with me that the chief duty of those engaged in your department, is to know so far as possible that all weights shall be accurately taken and to see that they are also correctly reported and recorded.

The large volume of business under your charge necessitates that the details be largely, if not wholly in the hands of those engaged to assist you, and it is therefore essential that each one should use all possible effort toward obtaining absolute accuracy in all weights, in order that the great efficiency of your department may be attained.

The responsibility for good service to the patrons of that market rests on each member of your department, personally.

Accurate weights in a grain market exert an inestimable influence in favor of such market center.

Those who have the management of weights in a grain market have a double responsibility, to the end that the patrons of such market may be justly served, and that the reputation of the market may be such as to divert business to it.

I have noted with a large degree of satisfaction, the efforts that have been and are being made by yourself and others upon whom rests the responsibility for correct weights in Chicago, to have the system in that market as near perfect as possible.

I congratulate you and those engaged with you and under your direction upon the success already achieved, that the weighing department of no other grain market is conducted with more care or better results, and that those who are interested in the handling of grain in Chicago recognize that their interests are in the hands of able and true men.

I regret exceedingly that it will be impossible for me to accept your invitation. It would afford me great pleasure to spend an evening with the men who have in charge the conduct of the supervision of weights of grain in the Chicago market.

Please convey my sincere regrets to those present and assure them that the reasons for not being present are unavoidable. Earnestly wishing that the evening may be very enjoyable to you and to all present, I am, sincerely yours,  
JAY A. KING.

Charles S. Clark of Chicago echoed the reports heard in different sections of the country regarding the satisfactory work of the Department.

John E. Bacon, of Chicago, drew, in sharp contrast, the satisfactory work of the Chicago Weighing Department with the unsatisfactory work of the Chicago inspection department.

Warren T. McCray, ex-Pres. of the National Asso., addressed those present as follows:

### MR. McCRAY'S ADDRESS.

To be with you tonight is indeed a pleasure and an honor which I most heartily appreciate. To meet the men under whose supervision is weighed the immense volume of grain that passes through this wonderful city is a privilege which I will long remember.

To look upon the bright, intelligent honest countenances of those here assembled would convince any observer that the weighing department of Chicago is conducted by men whose intelligence is far above the average; by men who are holding their positions on account of their peculiar fitness for the duties which devolve upon them, and by men who can safely be trusted to see that justice is given to all the parties interested in the operation of weighing and that the interests of the shipper who is hundreds of miles away will receive the same careful consideration as those of the receiver whose agents are near at hand.

There was a time when Chicago weights were not looked upon by the trade at large with as much favor as they are today. I can remember during the first days of the existence of the Grain Dealers' National Association that complaints were sometimes made against the weighing department of this market, but improvements in the system have been inaugurated and today there is not a large central market in our land whose weighing de-

partment is conducted with more ability or whose work is giving such universal satisfaction as is to be found here.

Intelligent watchfulness, honesty and accuracy are three of the most essential qualifications of a competent weighman—watchful to see that all the physical requirements are as they should be; to see that the scales are in good working order; to see that the cars are properly placed if the weighing is being done on a track scale, or to see that all the grain is out of the car, the elevator or the garner if the weighing is done on a hopper scale. Honest, to watch with the same exactness and care the interests of both buyer and seller, and to be firm enough to see that there is no advantage taken of either side in any way.

Accurate to see that the results of the weighing is carefully read, accurately recorded, and correctly reported.

You are each a part of the system and much credit is due to each of you for the efficiency you have attained and for the reputation which you have earned. You should be loyal to your superior officers by giving them your very best efforts and doing your full duty at all times and under all circumstances.

The grain dealers of the country who are contributors to this market are to be congratulated that the affairs of this department are so ably and efficiently managed, and its details are so well planned and so faithfully executed.

They should and do appreciate that your official chief is ever seeking with his talents, his time and his money to educate the shipper into the realization of the fact that the principal causes of discrepancies in weights can be guarded against and largely overcome by the proper inspection and cooperation of cars.

You are fortunate in having as your superior officer a man who is broad-gauged and whose many virtues you would do well to emulate—a man who is painstaking and faithful in the execution of his duties and who is ever thoughtful, kind-hearted and generous in the treatment of his subordinates; a man whose industry is untiring, whose nature is rugged, whose ideas and aspirations are noble, and whose methods are practical. I am glad indeed to be present upon this occasion and to feel the warm-hearted spirit of fraternity which permeates the atmosphere.

We are soon to separate and go to our homes and loved ones. The events of today will pass from our minds, but the recollections of this scene and the pleasures of this evening's associations will remain with us and will forever be a most pleasant and fragrant memory.

Wm. Flanagan, of the Weighing Department, told of some of the difficulties the tallyman encounters.

Geo. A. Wells, of Des Moines, read an excellent paper pointing out the dependence of the success of the entire work on the character of the men to whom it was entrusted.

C. F. Keefer, of the Weighing Department, told of some of the causes of shortages discovered.

Charles McArthur, of the Department, moved as an expression of good will that three cheers and a tiger be given for the Weighmaster. He was followed by Geo. A. Stibbens, Wm. S. Warren, and G. W. Metcalfe.

The evening ended with the presentation of a large cut glass bowl to Fred W. Smith, Chairman of the Chicago Board of Trade Weighing Department by the employees of the department. C. F. Mills, of the Department, made a very cordial presentation address, in which he told of the high esteem in which Mr. Smith was held by the members of the Department. Mr. Smith was taken entirely unawares, but thanked the donors for their kind remembrance and good will.

The evening was one of true enjoyment and one that cannot help but impress the members of the Weighing Department with the high regard in which their work is held by the grain dealers of the country. That it will result in their exercising even greater care over the interests of absent sellers or buyers cannot be doubted.



*Directors Grain Dealers' National Association, at Chicago, December 1, 1903.*



H. E. Halliday	C. E. Patterson	J. C. Robb	A. F. Brenner	Geo. A. Wells	T. E. Torrison	C. B. Jenkins
Geo. A. Stibbens	Jay A. King	A. E. Reynolds	H. S. Grimes	I. P. Rumsey	D. Hunter	



## The Grain Business Sixty Years Ago.

Not many men who were engaged in the grain business 50 or 60 years ago are able to tell anything about it today. However, one man has been found, still actively engaged in business, whose memory of the conditions surrounding the grain trade of northern Ohio 1847-1852 is very clear. It is Henry B. Horton, Asst. Secy. of the Millers National Ins. Co., who was engaged in the grain business at Mansfield, O., from 1847 to 1852.

He says, I handled all kinds of grain, chiefly white wheat, clover seed and flax seed. We did not handle a great deal of flax, and shipped it entirely in bags or casks, but never in bulk. We handled some Mediterranean wheat, but the principal wheat in that district was white wheat.

I do not remember just how many bushels of grain we handled a year, but Mansfield was at that time a large grain market. There were only two railroads in Ohio and one of them was the Mansfield & Sandusky, afterwards extended to Newark. When I engaged in the business Mansfield was the terminus. I had a side track to the warehouse.

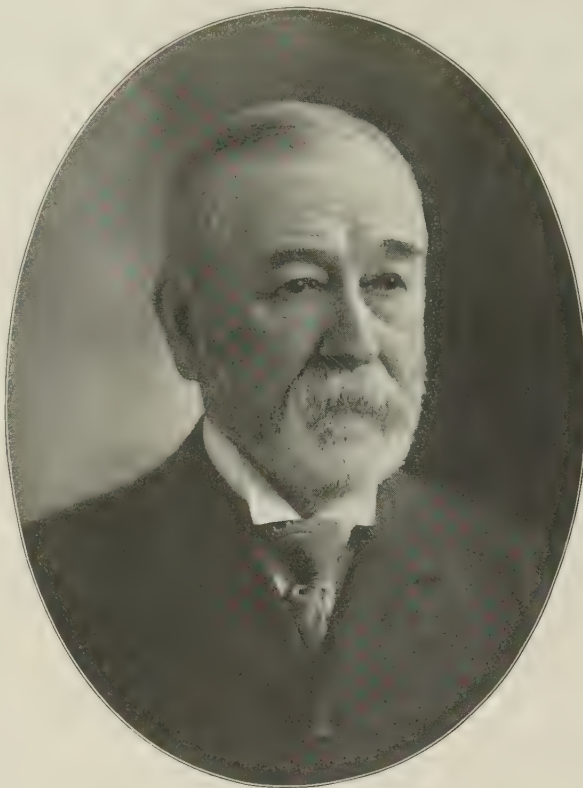
The grain was cleaned by the farmers before being delivered to the warehouse. I do not know how they cleaned it, but we never cleaned any. It was hauled to market by teams in bags. We never loaned any bags to the farmer. He always supplied his own bags. We never made contracts with the farmers for grain. We used to make contracts for flax seed and furnish him with the seed, but I never did much of that. Grain was handled somewhat differently from what it is now. Farmers did not thrash it and haul it in the same day. They would store it on their farms in the granaries and haul it in when it was convenient. A great many hauled it in and stored it with the warehouseman and sold it when the market suited them. I have had men who had two crops with me. When the wheat got up to a dollar the farmer would come in on horseback with receipts in his pocket, and want them cashed.

After I had been in the business for several years the railroad company established warehouses at all points along its line and stored grain free. Anybody could buy wheat and send it to the warehouse. The railroad company would give him a receipt for a corresponding amount of wheat deliverable at Sandusky, subject to freight, so that relieved dealers of all trouble and expense of conducting the warehouse.

The danger of selling stored wheat was well demonstrated the year wheat went up to \$2. Many of the farmers were wealthy and would not sell their wheat until it got to a dollar or over, so the railroad company had to carry the wheat for them. When prices ruled below a dollar the railroad company would have several hundred thousand bushels in store. It got the idea that it could depend on having a permanent deposit of 150,000 to 250,000 bushels, and that it could safely sell current receipts, taking its chances on paying the market price from time to time as the receipts were presented. The railroad company acted on this theory, and as a result had to pay as high as \$1.80 to \$2 for wheat it had already sold at a much lower figure, consequently it was bankrupted. The harvest preceding the Turko-Russian war was a banner one and for a time wheat sold in Mansfield as low as 50 cents. Farmers rushed it to

the warehouses, stored it and awaited higher prices. I had wheat stored which cost me 90 cents to \$1.10. I held it until the price went up to \$2, and I was the last man to get full price for my wheat. I made a very nice profit, but those who

After a while the ends would stick up. If the end was not above the center of the wheel it was all right, the wheel would pass over it. I have known of cases where the rails would go up thru the baggage car. The engineers were al-



Henry B. Horton, Chicago.

held for still higher prices got less and took a large loss or nothing at all.

We did not have a dump or sink in our elevators then. We just took grain in as in a flat warehouse, dumped it into the hopper, weighed it, dropped it into the basement, and then elevated it to the loft. There was no grading of wheat in those days. We took it in, white or red, dirty or clean. We did not have any bins in the loft, just one flat floor, and one elevator leg. The grain was dropped into the middle of the floor and then shoveled back.

We had three or four spouts for loading out the grain. An ordinary basement would hold three or four loads for those little hopper cars. We would run them in and spout the grain down into them. When grain began to run low we would have a man shovel it to the spout. The grain cars were all hopper cars, small four-wheeled cars, very much like the cars you see in mining regions. I do not think any of the cars would hold over 75 or 100 bushels.

Most every railroad had its own gauge in those days, so cars would not be carried away, and shippers had no trouble in getting cars as wanted. No railroad east in Ohio in those days. All grain was shipped by water from some lake port. The track was made of strap rails. Just a flat strip of iron on a flat strip of wood lengthwise. They had sills laid on the ties. On top of that there was a wooden rail, and on top of that an iron rail, half an inch thick. It was called a strap rail. At the end, one rail was dovetailed into the other. They became very dangerous after a while. The action of the cars was just like running over shavings.

ways provided with hammers and spikes to spike down the rails. There were no roofs on the grain cars, but if I remember rightly we had tarpaulins to cover over the grain. It was a run of only about 56 miles from our station to Sandusky.

A great deal of the grain was hauled thru to the lake. The farmers would rather haul it there than to take a discount sufficient to pay the freight. They would go thru to Milan or Sandusky and come back with salt and fish, thus saving the freight both ways. They had big schooners with four and six horse teams, carrying from 100 to 125 bushels of grain.

It was not necessary for us to cooper cars to prevent grain from leaking. There was no way for it to leak except thru the trap door underneath. They used to leak there some. But if you delivered your wheat at the railroad warehouse you would avoid all risk of that kind. They gave you a receipt for a corresponding amount delivered at Sandusky with freight charges added, so we took no risk on weights. We shipped all our stuff to Sandusky. I don't remember what the freight charge was. We paid by the hundred weight. At that time the rate was 3 to 5 cents per bushel from Sandusky to Buffalo, by boat.

In those days eastern millers used to come to lake ports and buy their whole winter supply of wheat. They would come to Sandusky and buy cargoes, most of it going to Oswego by way of the Welland Canal. A great deal of wheat went to Rochester, which was a great milling center. We would sell our grain to these millers at Sandusky. There were always some in the market, so we could



sell any day the grain arrived. There were some commission merchants in Sandusky you could sell thru. Sometimes these millers would come down the road, buy it direct from the warehouseman and ship it in themselves. Wheat was of all grades and varieties. It all went into the same pile, and the price was higher or lower according to the greater or less proportion of white wheat in it. The millers preferred to have white wheat, unmixed. I often got as high as 5 cents a bushel more for white varieties of wheat than I could get for red, or Mediterranean wheat, but to get that I had to take it into the warehouse, separate and sack it. From Mansfield to Sandusky was only a run of three or four hours, and so far as I know grain never arrived at a destination out of condition. The railroad had a warehouse at the other end to receive the grain. They would not preserve the identity of it, but mix it all in one pile. Wheat from warehouses on our road would command higher prices than from warehouses on the Mad River Road, but there was never any grading of grain from the different sections.

In selling to the millers we would sell them our railroad receipts for the grain, and in that way we would not lose anything in weights or be bothered with handling the grain. We simply sold what the receipts called for. They would cash the receipts on the spot.

We shipped all our clover seed in barrels. It was worth 6 to 8 cents a pound. It was too valuable to risk its shipment in sacks.

We never cribbed any corn, and handled very little barley. The only grain

packed. We would pack them in barrels with oats, and as oats were very expensive in New York City, we would realize good returns on the oats used in packing.

We did not get our market information every hour by wire, but had to depend on the Sandusky papers, which arrived about noon. They gave the Sandusky and New York markets of the previous day.

The grain dealers did indulge in some overbidding for farmers' grain, but that was done away with by combination. A crowd of farmers' wagons would be lined up along the street and the grain buyers would climb up on the wagon, sample the grain and bid on it. Sometimes they would overbid each other and put the price up pretty high, but a stop was put to that, and each one would take turn in bidding. They would all agree on a certain amount to bid and in that way keep the price down to a reasonable figure, no man bidding twice, but when the highest bidder's turn came he would be allowed to take it.

The farmer was docked on his grain according to the amount of dirt there was in it, but, as all went into the pile, the dealer got the same price for all. Of course, if it was too dirty, we would not take it at all, except to be used for chicken feed or something of that sort.

## Another Cause of Shortages.

The necessity of having all grain cars lined with steel is emphasized by the three views of car 6977, C., I. & L. Ry., given herewith. This car was unloaded at Badenoch's eltr., Chicago, Dec. 11,

siding and do not help to form the kind of receptacle ordered and paid for by the shipper.

## Grand Revival of "The Merry War" at Superior.

Scene, Superior, Wis. Act 1 (Curtain rises on a brilliant ensemble. El Capitan Fowler is seen advancing to the footlights brandishing his weapons.)

"The issue of Minnesota or Wisconsin inspection for Superior will be forced at once," says the chieftain, as the minions of the press kow-tow before him taking notes on their cuffs.

"The Minnesota inspectors are violating the law every day they come here," proclaims the doughty flax-seed warrior.

"And they are liable to arrest upon complaint being made to the cadi," chants the chorus.

"Preparations have been made to oust the Minnesota officials," asserts the peerless leader in fortissimo staccato.

"Behold, he has had it long in contemplation, but the time has not been ripe before," comes the answering cry from the wings.

(A group of elevator proprietors—crafty looking fellows—enter and advance down the center.)

"But what of our business, most noble sire?" whines the spokesman of the villains.

"Your business," says the plumed knight, "your business—away with them," he rages. "Shall I parley with cut-throats?"

"Away with them a-w-a-y with them," chimes in the chorus.



Why Car 6977 C. I. & L. Ry. Did Not Deliver All the Oats it Received.

handled to any extent was wheat, as we didn't have any place to store it except on the floor. I handled some corn and oats for the local trade, but did not ship any, though some dealers did.

Eggs were very cheap and every grain warehouseman handled them. We would sometimes sell them for 8 cents a dozen

and inasmuch as grain was continually leaking from it no doubt shipper suffered a heavy shortage.

The car had a stenciled capacity of 40,000 bus. and was loaded with oats. While gunny sacks have been known to reduce the leakage of grain from a car, they are not a perfect substitute for strong

(Spasmodic kow-tows by the ensemble. The dastardly grain merchants are dragged away to dungeons. Curtain rung down.)

A reward of \$50,000 is offered by Texas for the capture of the cotton boll weevil, preferably dead.



*Baltimore's New Elevator.*

Baltimore's new million bushel elevator, known as Northern Central Railway No. 3 at Lower Canton, has been completed, and was started early this month. Unlike most of the grain elevators erected

14 scale hoppers in cupola is a 2000-bushel garner. From the scale hoppers grain is spouted by means of trolley distributing spouts to storage bins, shipping bins or cleaners. Six carloading spouts and 16 marine spouts are provided for loading out the grain. Each of the 8

much probability of its burning, altho the elevator which previously occupied this site did burn about a year ago. Should you desire to see just how this building will look when it does burn, turn the cut upside down and look at the shadow the elevator casts in the water. If you are not prompted to turn in a fire alarm let it burn.

Attached to the stand-pipes on each floor at different points are 50 feet of hose. Water barrels and galvanized buckets for extinguishing fires in their incipency are placed at many convenient points. Water is supplied by independent duplex pump in the engine room. Fire escapes are to be found on each end of the building. A passenger elevator and stairway are also provided.

The building is lighted by an independent electric plant. Power is supplied by a 400-horse power Allis-Chalmers compound condensing engine, the power being transmitted by rope.

*Secretaries Visit Memphis.*

Memphis, the "hub of the South," had the privilege of giving Secretaries Wells, Smiley, Beyer, Stibbens and Barta a taste of genuine Southern hospitality when they visited that city Dec. 8, 9 and 10 to investigate the city's facilities for handling and weighing grain and its method of inspecting grain.

The visitors were met at the station by a committee from the Merchants' Exchange consisting of Chairman Arthur R. Sawers, T. B. Andrews, Chas. D. Jones, H. H. Maury and L. R. Donelson.

On the evening of the first day they were tendered a banquet at Hotel Gayoso by the Exchange, which was attended by the grain dealers, warehousemen and railroadmen of the city.

President Alex. Allison of the Exchange acted as toastmaster.

Secretary Stibbens in the course of his address said:

"Memphis has great opportunities, and if it does not take immediate advantage it will be everlastingly too late. Grain dealers are looking toward Memphis. We, as their representatives, are here to investigate. We will go back and report what we find. Memphis has the greatest opportunity it ever had to broaden out. If the city goes about it right it will immediately double its grain facilities. The city must build more elevators. We hope to tell the people whom we represent that Memphis is willing to inaugurate a system that will throw a safeguard about their grain in the way of inspection and weights."

He was followed by Secretaries Beyer, Wells, Smiley, and H. C. Bradford representing Col. Prouty.

Attention was called to the fact that the Memphis market had recently been opened to the shippers of Iowa by the rates secured on the Illinois Central and Rock Island roads, the development of which roads had laid the larger part of the State tributary to Memphis.

The next two days were spent in visiting the elevators, warehouses and railroad yards of the city and inspecting the work of the weighing and inspection departments.

The grain dealers of Memphis as a result of the visit expect to draft resolutions to the Merchants' Exchange asking for a change in the system of weighing so that it shall be done by the Southern Weighing and Inspection Bureau.

The Frisco system has granted a milling-in transit privilege for Memphis.



Northern Central Ry. Elevator No. 3 at Baltimore, Md.

by railway companies, this elevator is constructed of wood.

The building is 100x142 feet and 180 ft. 10 inches high. It is a cribbed, up house, with hopper bottom bins throughout. The building is enclosed with a 12-inch brick veneer to the height of 25 feet. Above this point the wood is covered with No. 24 galvanized iron. The windows of the lower story are covered with iron shutters and the doors are covered with galvanized sheet iron, the purpose of this being to reduce the fire-hazard as much as possible.

The house has 14 legs, each having an elevator capacity of 10,000 bushels and resting in large iron boot tanks; 6 are designed for receiving grain from cars and 8 for loading out. The usual equipment of car pullers and power grain shovels is supplied. Above each of the

grain cleaning machines in cupola have a cleaning capacity of 10,000 bushels an hour. All dust and chaff are carried to the furnace and burned.

A dock elevator, with a receiving capacity of 8000 bushels an hour has been erected some distance from the elevator proper in order that the grain can be received from small water craft without interfering with the loading of ocean-going steamers. It is carried to elevator on a rubber belt conveyor.

The designers and builders of this house, Geo. M. Moulton & Co., inaugurated a new method of securing lumber and timbers. Long before the foundations were completed a saw-mill was established near by, logs were brought in by water, and all material for the building produced on the spot.

Isolated as the plant is, there is not



## The Canadian Pacific Railway Elevators at Fort William, Ont.

The harbor of Fort William, Ont., bears a striking resemblance to the haven provided by the Chicago river in Chicago. Only one shore of the Kaministiquia river, which here empties into Lake Superior, is occupied at present, but as the river is navigable for a distance of seven miles from the mouth and has two branch outlets to the lake, each of which is admirably adapted for deep water navigation, it would seem that the future is well provided for so far as water front and accessibility is concerned.

The Canadian Pacific Railway is in possession of the most valuable frontage on the north shore, and has now an almost unbroken dock line for a distance of three miles from the mouth of the river. We present herewith a view showing a portion of the grain elevator frontage as it appeared at the close of navigation this year. Counting from the left the first building is Elevator "B," a 1,000,000-bushel structure of the standard type built some eighteen or twenty years ago.

Next to the right is the new steel annex to Elevator "B," known as Elevator "E," which has just been completed by the Macdonald Engineering Co. of Chicago. The latter is the only fireproof building in the group shown by the engraving. It has a capacity of 2,000,000 bushels, and is built entirely of steel above the foundation. It is divided into about 110 steel cylindrical bins, all self-cleaning. The grain from Elevator "B" is transferred as received by means of a belt conveyor. No grain is at present received direct from cars into Elevator "E," but it is planned to introduce this feature, should it become necessary at any time. The present use of Elevator "E" is exclusively as an annex to "B," but its equipment is ample

to convert it into an independent receiving and shipping house at any time. It has a handling and shipping capacity of 30,000 bushels per hour, and is equipped with four vessel and two car shipping spouts.

Further along to the right we see Elevator "A," the oldest on the Kaministiquia river, with its annex "C" to the right.

A new central power house is just completed, from which it is proposed to distribute 5,000 horsepower to furnish the operating energy for all the elevators, shops, coal plants and their lighting.

Another new steel elevator, "D," not shown in the group, has been greatly improved and increased in both storage and operating capacity during the past season. The nucleus of Elevator "D" consisted of several large tanks with a "head house" of steel skeleton construction, was built several years ago, but was never much used. In May, 1902, this fireproof "head house" surprised the elevator building and elevator using world by melting down. Every insurance company in North America has a photograph today showing this fireproof building "before and after." While the frame and enclosure was of steel, the interior fittings were largely of wood. The elevator legs, scale and garner, hoppers, floors, cleaning machines, offices, machinery supports and some sheathing were all of wood. On the night of the disaster six box cars were left standing on the tracks, and several tons of screenings and dust had accumulated on the cleaner floor just over the cars. The cleaning machinery and screenings caught fire first, dropped down on the cars, which in turn made things so warm that the steel columns of the building soon crumpled, bringing down a fresh supply of fuel from the elevator legs, scales, garners, etc., in the upper part of the building.

In this way Elevator D established a

record for the rapid evaporation of fireproof elevators and helped to head off the depression in insurance premiums which had set in about this time on steel elevators. The storage part, the part that counts as to value, was not damaged beyond the scorching of some paint. This experiment was so successful that in rebuilding the burned structure the railroad company used wood exclusively.

## The Farmer's Mistake.

In a recent issue of the Journal reference was made to the case of a number of South Dakota farmers who persisted in shipping their own grain, contrary to the advice of a prominent commission house. Following is copy of a letter written by one of them:

"Sir: That was a wonderful sale on car 63478. Do you think you will be able to make another just like it? Suppose if some local Devil reported you could beat that yet. Please explain how you did that. That barley ought to have brought 50c by an honest man and would if shipped from an elevator company. The next man (Farmer) who sends you a car will have to send some money along with it, so you can hire some one to take it according to reports here in ——. Please forward inspection papers, as you sent none. I should not have shipped to the wrong man as I was warned by several, but I often make mistakes and took you for an honest firm."

This is not very lucid, particularly the reference to the local "devil," but it appears to express dissatisfaction.

Linseed oil cake and oil-cake meal exports during the 10 months prior to Nov. 1 were 558,621,933 pounds; compared with 471,675,588 pounds during the corresponding months of last year.



Four of the Canadian Pacific's Elevators at Fort William, Ont.



### Estimating Grain in Bins.

The answers to the question regarding the contents of an oats bin asked by a reader of the Journal in the issue of Oct. 25 have been so different, one correspondent estimating the weight at 360 bus. and another as low as 286 bus., that it was considered advisable to make accurate tests.

Accordingly the Journal borrowed of H. A. Foss, Board of Trade weighmaster at Chicago, the accurately made estimating box shown in the engraving herewith. The box was placed on the scales, into the box was scooped, first 300 pounds of wheat; second, 160 pounds of oats, and last, 280 pounds of corn, in each case exactly 5 bus.

The wheat was a good sample of No. 1 northern. The test weight as determined on the spot was 58 pounds. It filled the box, which was 16 x 16 inches square inside, to a depth of 41 inches, occupying 10,496 cu. in., whereas 5 Winchester bus. of 2,150.42 cu. in. each contain 10,752.1 cu. in. of space. The test demonstrated as a matter of fact that a bu. of the No. 1 Northern wheat occupies about 2,100 cu. in.

The oats tested 37 pounds to the bu., and 160 pounds of it filled the box 35 inches deep, occupying 8,960 cu. in., so that a bu. of this rather heavy oats is only 1,792 cu. in., showing how startlingly inaccurate is any computation based on the Winchester bu. of 2,150.42 cu. in.

The corn tested 55 pounds to the bu., and 5 bus. of it filled the box to a depth

weighmaster's office. The results can be relied upon in making calculations for grains of the same test weight.

A. E. Schuyler, assistant Board of Trade weighmaster, states that in estimating the contents of bins in the regular and public elevators at Chicago, one-fifth is added to the measure of its Winchester Bushel capacity for oats. Mr. Schuyler has found that the amount of oats in the bins as shown by the books of the elevator company and the records of the warehouse registrar varies from the estimated quantity much more than in the case of other grains. This is on account of the great difference in the light and heavy oats.

William Calvert, superintendent of all the Armour Grain Co.'s north side elevators, states that he has loaded thousands of canal boats with 7,000 to 7,800 bus. of oats when the same boats would hold only 6,000 bus. of wheat. This has been done with oats testing 28 to 32 pounds.

Robert Gubbins has found that bins which will hold 100 bus. of wheat to the vertical foot will hold 120 to 130 bus. of oats in the same space.

Hay exports during the 10 months prior to Nov. 1 amounted to 38,263 tons; compared with 77,166 tons during the same months of last year.

H. S. Grimes, of Portsmouth, O., and Jay A. King, of Nevada, Ia., will be the official delegates of the Grain Dealers National Association to the National Board of Trade in Washington, D. C., next month.



Estimating Box.

of 40 in., occupying 10,240 cu. in. of space, 1 bu. requiring 2,048 cu. in.

The foregoing tests were made with great care and the weights were read off to the Journal representative by one of the best men in the Board of Trade

Exports of beans and peas during the 10 months prior to Nov. 1 were 188,806 bus.; compared with 194,254 bus. during the corresponding months of last year, as reported by O. P. Austin, chief of the bureau of statistics.

### The Spirit of Good Will Comes to Sleepy Eye.

Sleepy Eye, S. D., Dec. 12, 1903.

Dear Frank: Since I wrote you last something has happened and things don't look so gloomy as they did then. Along about dusk yesterday I had occasion to go past Half Eriksson's elevator. He was sitting there by the door, with his chin buried in one hand, looking lonesome and discouraged, but when he saw me he jumped up with a scowl, and I was about to return it and pass on, when something prompted me to stop and hold out my hand.

"Half," I said, "we've been fools! Let's quit paying more than stuff is worth, and try to make some money! I haven't been making a decent living the past two months and I'm getting mighty sick of it. Maybe you're feeling something the same way."

Well, I never saw such a change in a human being as there was in that man. He was more than willing to meet me half way, but too proud to say the first word. After that we had a good, long talk about the situation, and I guess some of the farmers hereabouts will be surprised when they come to town again expecting to get big prices for their grain. If we can't buy on a fair shipping margin they can haul the stuff to Ridgeland or anywhere they like.

Now, Frank, all this puts me in mind of the fight you're having with old man Brown. It was my fault in the first place, and you can tell him so. Say that I apologize, or show him this letter if you like. Really, though, that sneak of a Trowbridge from over Bethel way is the one that's to blame. About six weeks before I left you and came up here, if you recollect, he drove up to our elevator with a load of wheat, nice 1 Northern, and claimed that Brown had offered him 68c, which was almost as much as it was worth to ship. Anyway, it didn't leave more than 1/2c margin. Of course, I was fool enough to believe him. Then you remember we went over to where Brown was dickering with young Farries, and I asked Farries why he didn't sell his grain to some one who was paying the market, and—well, I guess there's no use reciting any more of it.

We were taken in just as slick as the man that's sold a gold brick, and the funny thing is I didn't seem to learn anything by it, because the trouble between Half and myself was begun by a low-lived Swede who lied the same way that Trowbridge did.

Now you go and see Brown and fix things up with him, and start in the New Year by doing business on a profitable basis. I'm sure he will be willing to treat you right if he knows what caused the trouble in the first place. Let me know how you come out.

Mary sends her love to yourself and the family, and I guess something else has already been mailed. Merry Christmas to you all.

Your cousin,

Walter.

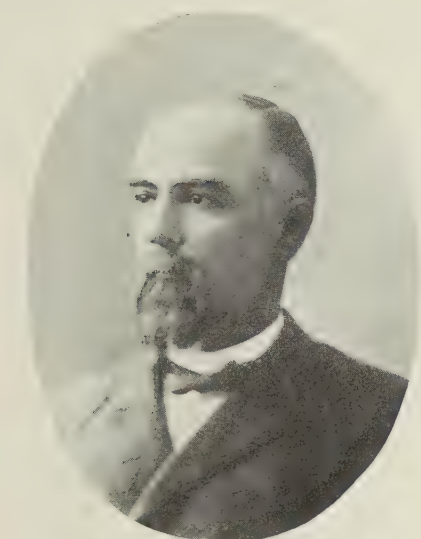
Philippine imports of hay during the 7 months prior to Aug. 1 amounted to 795 tons; compared with 2,181 tons during the corresponding months of last year.

Rice imports into the Philippine Islands during the 7 months prior to Aug. 1 amounted to 395,804,083 pounds; compared with 335,642,108 pounds during the same months of 1902, as reported by the War Department.



## Colonel C. T. Prouty, Deceased.

The many friends of Col. C. T. Prouty, Secretary and Treasurer of the Grain Dealers' Associations of Oklahoma and Indian Territories, will be shocked and grieved to learn of his sudden taking off. At the time of the Minneapolis meeting, which he attended, he was in vigorous



Col. C. T. Prouty of Kingfisher, Okla., Deceased.

health and enjoyed thoroughly every feature of the meeting, as he had the two meetings of the association immediately preceding.

Early in November, while riding with his little granddaughter in Kingfisher, a farmer carelessly ran a hay wagon into the Colonel's buggy, and threw him out on his head. There is no doubt that this accident was the direct cause of his death, as he complained constantly of a pain in his head. His interest in association affairs, however, was such as to take him away from home in defiance of his doctor's instructions. He attended the St. Joe meeting and was disposed to attend the Memphis meeting of the state secretaries. His pain grew more intense, finally he became unconscious, and, at 4 o'clock on the morning of Dec. 12th, he passed to his final rest.

Cyrus T. Prouty was born in Monroeville, O., June 12th, 1840, moved to Carlinville, Ill., in '58, where he taught school until the war broke out, when he enlisted with Company A, 32nd Illinois Infantry. After two years of service, he resigned, on account of disability, resulting from wounds received at the battle of Shiloh, taught school, served as internal revenue collector, postmaster and member of the Illinois Legislature. In '85 he moved with his family to Dighton, Kans., and five years later to Kingfisher, where he was elected to the Oklahoma council and later appointed chief grain inspector of the Territory, which position he held up to the time of his death.

Resolutions of respect have already been adopted by the Kansas City Board of Trade, the Kingfisher School Board and many other organizations of which he was a faithful member, but in each case his friends find the English language far too poor to fully express their true sentiments regarding the loss of Col. Prouty.

A staunch friend of and a firm believer in association work, he voluntarily set for himself the task of organizing the grain

dealers of Oklahoma. The members of this association will particularly miss his vigorous work in the promotion of the common interests of the regular dealers. The members of the trade had every confidence in and they depended on him to solve the knotty problems in association work. He exercised that tact and diplomacy in carrying on the association's work, which attained success, without injury and without incurring the enmity of any.

The members of the association cannot help but feel that they have lost more than a close personal friend, for he seemed peculiarly adapted to carry the work of the association to a successful issue. A vigorous worker, an honest and earnest champion of fair dealing, his presence will be missed from their councils as well as from the annual gatherings of the National Association.

## Death of R. L. Metcalf.

The death of R. L. Metcalf of Lakota, N. D., is a loss that is felt as a personal one by many dealers in the state. As first president of the North Dakota Grain Dealers Assn., which was organized last summer, Mr. Metcalf has been active in promoting the welfare of the dealers thru association work.

Mr. Metcalf was taken ill while at work in his elevator, Nov. 25, and died soon after being assisted to the home of his parents near by. Death resulted from heart failure. A portrait of Mr. Metcalf is reproduced herewith.

Born and reared in Lincoln, Ill., Mr. Metcalf moved to Nelson county, N. D., in 1882, at the age of 21, and 7 years later entered the employ of the National Elevator Co. as local agent at Lakota. He formed the R. L. Metcalf Elevator Co., in 1899, and the business has grown to include elevators at several stations. He is survived by his wife, to whom he was married in 1886, and by two sons and two daughters.



R. L. Metcalf, Lakota, N. D., Deceased.

## Fire Fighting Appliances.

By C. A. McCotter.

The barrel of brine and buckets are the simplest fire fighting appliances, least liable to be out of order, and something even a child could use.

The elevator owner has no protection but to prevent the fire starting, and having barrels of brine and buckets at hand to assist in incipient troubles.

A barrel of brine is of no value without the fire pail, nor the fire pail without a barrel of brine. Remember that the two must always be together.

At this season of extreme cold, have plenty of salt dissolved in the barrels of water and stir daily and the brine will not congeal.

A barrel of water is a small thing in itself, but its value cannot be estimated if it is ready at the right time.

The best and in the end the cheapest fire pail is the galvanized iron with a strong bale. It will stand rough usage.

A barrel and pails should never be placed where their use would allow the fire to cut off means of escape.

Near head of stairways and near doorways are the best places for water barrels and pails.

No barrel should be less than two-thirds full of brine, and always refilled when the evaporation reaches that point.

In refilling barrels sufficient salt should be added to the fresh water to keep strength of brine the same.

Barrels should have a good cover to prevent dust collecting. Decaying vegetable matter in the water is cause of foul odors.

Do not allow top of barrels to be a catchall for everything.

Philippine imports of rice during the 12 months prior to July 1 amounted to 677,238,885 pounds; compared with 477,087,198 pounds for the corresponding months of 1901-02.



## The Forming of the Partnership.

By L. E. Spohr.

Very few people who heard or read of the Norton Grain Co. knew that the company consisted of but one person, and that the one person was what some would have called "nothing but a girl"; but the few who did, also knew that Margeret Norton was fully competent to accomplish all that she undertook.

The grain business had been started by Margeret's father some ten years before. From a small beginning with only an apology for an elevator, he had brought the business up to a high standard at the time of his death two years previous.

When only a school girl, Margeret had loved to be around with her father. Visits to the office were frequent, but what she most enjoyed was what she seldom was allowed to do—go to the elevator and watch the unloading and weighing of the grain, and the hoisting of it into bins. As she grew older, she had found ways of helping her father, and gradually taken up new tasks and duties until her departure for college. Then came four years without her assistance and it was then that her father realized what a help she had been to him.

"I suppose," he said, one day, "that when she comes back she will have so much else to do, she will have but little time to spend at the office and elevator." But as fathers sometimes are, Mr. Norton was mistaken, for when the four years were ended and Margeret was at home once more, she proved to be the same willing helper and more efficient than ever. First she installed herself as bookkeeper, and next took up the work of secretary. As new duties were assumed and successfully carried out, her father often said he thought he would have to change the name of the company in order to show that she was his partner.



Chas. Hunter, Inavale  
Vice-Pres. Nebraska Grain Dealers Assn.

Two years had passed since Margeret's return from college, when her father contracted a severe cold which later developed into pneumonia, from which he never recovered.

After the sad rites had been performed and the world began to move on again, there came the question of future action. What should be done with the business? Should it be sold? If so, where was the money for expenses com-

ing from? Of course the business would sell for a good sum, which together with the money already in the bank would bring some interest, but this would not be sufficient to support the family of four. Donald was but twelve and ought to be kept in school, Dorothy was but a baby and the mother was little fit to act as wage earner.

Margeret must be the business woman, but what was she to do? Her friends were ready with all sorts of suggestions and plans, most of them beginning with, "sell the business." The plans themselves were varied. Study shorthand and get a position in the city. Get a situation as bookkeeper. One of her father's friends offered her work in his grain office.

None of these appealed to Margeret. What every one suggested was what she rebelled against. She did not want to sell the business. "But," remonstrated her mother, "What will you do with it?"

"Why can't I continue it? I know all the ins and outs of the business. I know the farmers. We have a good man who can manage affairs at the elevator. The business at the office is my part. I have done nearly all of it for some time."

Finally Mrs. Norton yielded and the decision was made. Margeret would continue the business. Of course there were many to prophesy of failure, but Margeret did not fail. Yet success was by no means gained without work. She threw all her youthful energy into the business. Her father had taken the best grain papers and these did not now go unread. Articles on grain, machinery, suits, association matters, and items of interest regarding her fellow dealers were all eagerly read, as well as the advertisements. A careful study was also made of all articles regarding the grading of grains, rates, contracts, and like matters. She had to give up many of the pleasures her friends enjoyed, but she was making a success of the business, and did not regret that loss.

The first summer she had some trouble with a scoop shoveler; the second a small elevator was built and a rival business started. But she still held her own. The farmers were not quick to leave the old company and while some of them were attracted by a somewhat higher price per bushel, most of them remained her staunch supporters.

This spring there were rumors that the elevator would be sold—to whom no one knew. In reality it had already been purchased by a young man by the name of Gates.

Stanford Gates was going into a new field when he entered the grain business. Left an orphan at an early age and heir to a moderate fortune, his boyhood and youth had been spent in the family of an uncle. Several years at college had given him book knowledge, but of the business world he knew little. When he had urged to go into some business for himself, his uncle believing that experience is the best teacher, had not opposed him.

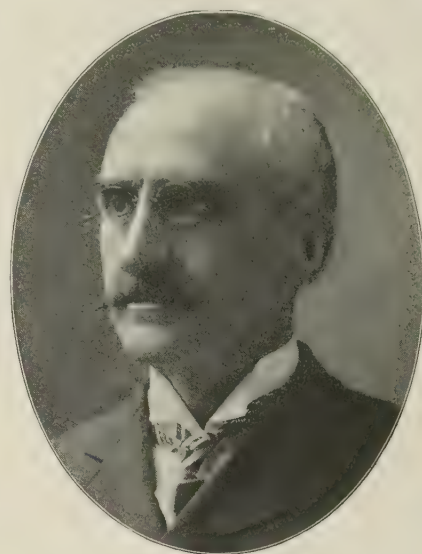
Shortly after his return from college he had spent some time with a college mate whose father had owned an elevator, and when he saw a grain business advertised for sale, the idea came to him that this would be something which he could take up.

He enjoyed country life or life in a small town and this would give him what he enjoyed. With these things in mind he had answered the ad, and received an early answer telling of a long established business which must be sold at a sacrifice. Without much investigation

he decided to close a deal and so informed his uncle.

After some correspondence, Mr. Gates, senior, learned that although not a bargain as stated, the property was worth the price asked, and agreed to the deal.

It was some time after the purchase was made before Stanford Gates decided to go to D——— where the elevator was located. Arriving there late one afternoon his first need seemed to be a boarding place, and after some inquiry he



R. G. Davis, New Haven, Conn.  
Vice-Pres. New England Grain Dealers Assn.

secured room and board with a middle-aged couple by the name of Hayes.

At the supper table the talk naturally fell upon what had brought Mr. Gates to D———, and he told them of his purchase and that he intended to make his home in the town. The couple said they were glad to welcome him as a fellow citizen, but very little was said regarding his purchase. By various questions he found out much concerning the town and its surroundings, its advantages as a shipping point, etc.

Just as they were leaving the table Mr. Hayes remarked to his wife, "Was not this the evening that Margeret was coming over?" Receiving an answer in the affirmative, he turned to Mr. Gates and said, "You will probably have an opportunity of seeing your competitor tonight. Of course you knew there was another elevator in town?"

"Yes, I knew I was to have a competitor. What kind of a fellow is he?"

Mr. Hayes gave a queer smile but only answered, "Well, suppose you wait and see for yourself."

Later in the evening a young woman was announced and as she came into the room, Mr. Hayes introduced her as Miss Norton.

"Why, Mr. Gates, can it be you?", exclaimed Margeret.

"It is I", answered Mr. Gates, "but who would have thought of meeting you here in this little country town? You surely do not live here?"

"Yes, this is my home, but I did not know you were here."

Then in explanation Mr. Gates told of his purchase and how he intended to make his home at D———.

"So, you will be my competitor?"

"Your competitor? What do you mean?"

It was now Margeret's turn to explain matters which she did, ending with,



"Well, I hope we will be friendly competitors."

All this time Mr. and Mrs. Hayes had listened to their conversation, wondering how it was they seemed to know each other so well, and now they called for an explanation and learned that the two had been classmates at college.

After he had retired to his room that night Mr. Gates began a letter to a classmate. Perhaps his feelings can best be expressed by quoting a few sentences from the letter. "To think," he wrote, "that 'Queen Margeret,' as we used to call her, 'should be the manager of a grain business out here in this little western town. And imagine my position! Here I have installed myself as her competitor and if I back out now, I will never hear the last of it from my uncle. But perhaps Miss Norton will have no cause for complaint, for I am informed that she is a competent business woman, while I, as you know, am but a novice."

The summer and fall months had passed away quickly but in the meantime much had been accomplished. Useful, instructive reading along trade lines, attendance at meetings of the association of which he had become a member, close study of the grain itself and talks with Margeret had largely made up for Mr. Gates' lack of experience in the grain business. The fall crops had been large and both elevators had been kept busy. No one thought of the two firms as competitors in the sense of rivals, but they seemed more as two companies working for the same end.

Now the winter, nature's resting time had come. It was Christmas Eve and a snowy mantle covered the earth. The air was clear and brisk and seemed to put new life into every one. The spirit of Christmas was in the air. The sleigh bells, the merry tones and laughter, even the crunching of the snow under the sleigh runners and the feet of pedestrians were merry sounds.

Margeret and Mr. Gates going home from the Christmas entertainment had been speaking of the prevalence of the Christmas sentiment.

"It seems wonderful," said Margeret, "when we think how that all Christendom is to-night influenced by the birth of that one lowly born Babe. The very air is filled with a kindlier feeling and how life itself seems better and purer."

"Not only life, but love," said Mr. Gates, and then followed the old, old story, yet that one which will ever be new.

The next evening they were all gathered around the Christmas tree at the Norton home. The gifts had been distributed and the children were going from one to the other with the cries of, "What did you get?", "Oh, see this!" and "Just what I wanted!"

Finally Dot found her way to Margeret and wanted to see her nicest present. Margeret held up her finger on which glistened a new ring. "And what did you get, Mr. Gates?", Dot asked, turning to him.

"Come here and I will tell you", he said. Dot ran to him and then over to her mother.

"What do you think he said, mamma? He said our Margeret".

Some months after Mr. Gates was writing at his desk when Margeret came into the room. "Come here, Margeret", he said, "I want to send a news item to the Grain Dealers Journal, but first you had better see if it is all right". Picking up the sheet of paper, she read:

"D—, Ia.—Owing to a consoli-

dation of the Gates Co. and the Norton Grain Co., there will be but one firm in the grain business this year. It will be known as the Norton-Gates Grain Co. Mrs. Gates, who as Margeret Norton, has successfully carried on the business of the Norton Grain Co. for three years, will have as her assistant Mr. Stanford Gates, formerly manager of the Gates Co."

"Oh, Stanford!", exclaimed Margeret. "What is the matter with it?", he asked.

"May I change it?", and without waiting for an answer, she took up the pen and striking out the word "assistant", wrote instead the word "partner".

## Supply Trade

C. A. Burks, grain elevator broker of Decatur, Ill., has sold during the year 23 elevator properties, and is negotiating a number of sales.

The Barnett & Record Co., of Minneapolis, Minn., builders of elevators of every description, has been incorporated under the laws of Wisconsin.

Geo. W. Reinhardt & Co., New York, are sending their compliments and best wishes with an artistic card bearing a steel engraving to their many friends in the trade.

F. R. Morris, Milwaukee, reports that he is receiving orders from different sections of the country for his grain drier, and that all users are well pleased with its work.

Some advertisers figure on advertising as an expense in their business, instead of what it should be and can be made—a paying investment.—M. Lee Stark in Printer's Ink.

More statements of fact do not constitute good advertising. The truths must be presented in an attractive manner so as to win the attention, and told in a persuasive style in order to convince the judgment.—Printer's Ink.

The Perfection Drier Co., of Chicago, Ill., has received from the Union Grain & Hay Co., of Cincinnati, O., a very complimentary letter regarding the work being done by the Perfection Grain Drier which has been installed in the new elevator.

The Milwaukee Rice Machinery Co., of Milwaukee, is in the hands of a receiver, and the Dodge Mfg. Co. has opened a branch in the old quarters of the defunct concern. Mr. Phillips, formerly manager of the Milwaukee Rice Machinery Co., is now with the Reliance Gas & Oil Engine Co.

The Philip Smith Co., which was incorporated Dec. 1, has succeeded Philip Smith of Sidney, O., manufacturer of Smith's Improved Overhead Dump, the Ohio Sheller and elevator supplies of all kinds. Philip Smith is pres. of the company, C. A. Davis, vice pres., and B. D. Heck, secy and treas.

The Jeffrey Mfg. Co., of Columbus, O., has issued a catalog of the Jeffrey Screening Machinery. Handsome illustrations are given of single and double screens, wire cloth screens, perforated metal screens, parallel rod screens, shaking, revolving and octagon screens, stationary inclined, and conical screens, for a great variety of materials. Subscribers to the

Grain Dealers Journal will be sent copies of the new catalog No. 69 on application.

The Hartford Blower Co., of Hartford, Conn., has in press a new catalog as Sectional Catalog No. 56, which will illustrate and describe the Hartford Improved Adjustable Blowers and Exhaust Fans and Hartford Dust Collectors. A copy of the new catalog, as soon as issued, will be sent to any reader of the Grain Dealers Journal on application.

A. S. Garman & Sons of Akron, O., write that they have enjoyed a fine trade in their specialties and in secondhand machinery the past year, a large percentage of which they credit to the Grain Dealers Journal, in which they have been constant advertisers. The firm is constantly adding to its lines, and the coming year will bring out several new machines.

The Waterloo Motor Works, of Waterloo, Ia., suffered heavy loss Dec. 14, in the total burning of the factory in which the Davis Gasoline Engines were built. The loss of the company is about \$30,000, with \$11,000 insurance. Fortunately the patterns were not burned, and the Waterloo Motor Works has another well-equipped factory near by, so that orders will be taken care of promptly.

The Weller Mfg. Co. has just completed another addition to its Chicago factory. The new part is 60x175 feet, one-half of which is two stories. The first story is devoted to the sheet iron department, the second story is occupied by the shipping department. Several new pneumatic machines have been added to the sheet iron department, so that the plant is better equipped than ever for work of this character. The rearranging of the different departments gives more space to the machinery department which has also been enlarged by the addition of several new iron working machines.

The Marseilles Mfg. Co., of Marseilles, Ill., has just issued general catalog No. 36, of 126 pages, describing the new process dustless cylinder corn sheller and cleaner, shuck sheller and cleaner, combined sheller and cleaner for husked corn, corn shellers and corn cleaners. Besides numerous handsome reproductions of photographs the sheller, the cleaner and the combination force feed sheller are also illustrated with mechanical drawings of the entire machines, showing how the several parts operate together to produce good results in quality of work and in capacity. Portable dumps and other grain handling machinery is described. Copies of this valuable catalog will be sent to readers of the Grain Dealers Journal on application to the company.

### Against the Line Elevator.

(From the Pioneer, Smith Center, Kan.)

Myser editor I vant to say few tings about vot dot faler vot vant to build line elevator. He mus be von tam phole, he vant me pay forty dollar, sell mine vete. I haul mine vete to town, not cost me von cent, sell him, i get all he worth, grain man say so. I get goot veit, i see the peam go up. Grain man goot faler, he set him up der peer, he puy sauer kraut of mine frou who tramps him mit her feet and makes him o so sweet. Grain puyer all rite, i haul mine vete Smit Center, get 7 cent more as old calamity town pay. that faler might talk tell more paper no print him, poison minds of de peoples. if dot faler don gon built his elevator, i haf pay forty dollar or loos de seven cent.

Peter Hooflinger.



### A Christmas Message.

It isn't the thing that you give, so much  
As the spirit in which you give it;  
Life doesn't expand at the golden touch,  
But the loving you do, while you live it.

Better a smile from the heart, my dear,  
Than a gem with no heart behind it;  
Better a message of hope and cheer,  
Than a gift with no love to bind it.

If your gift be slight, let your love be  
great.  
And be not afraid to show it;  
Let your heart deliver its precious  
freight—  
What odds, if the whole world know it!  
—From C. A. King & Co.'s Letter.

## Letters From Dealers

### AN ARBITRATION CASE DECIDED FOR SHIPPER.

Grain Dealers Journal: I recently returned from Meridian, Miss., where I had an arbitration case with the John Kamper Milling Co. The controversy grew out of their refusal to take eight cars of corn that had been sold to them some time ago for a certain shipment but were delayed on the road, according to their idea, an unreasonable length of time. In the meantime the market had declined. The Kamper Milling Co. thought they had just grounds for refusing the corn, and consequently did so. Their plea on part of the corn was that it was not shipped in contract time, and on the rest of it, that it was shelled in transit.

We, however, left it to a private arbitration committee, composed of gentlemen of Meridian, the most of whom were selected by themselves, as I was a stranger. We submitted the case to the four arbitrators, and it was decided in my favor in every respect. While the John Kamper Milling Co. thought perhaps that they had grounds for their action, their grounds were not well taken, or sufficient in the eyes of the arbitration committee to allow them to refuse the grain. I must say right here in behalf of the committee that they were good, honorable business men, thoroughly competent to decide the points at issue, and that there was no indication whatever of any prejudice either one way or the other, and I think that they laid aside all thought or intention of giving any advantage whatever to their townsmen on account of their residence.

The first item that I referred to above that grew out of not shipping in contract time, was occasioned by the telegram that was sent, making the trade, which read 10 days shipment, which was an error and should have been 15 days. The contract and confirmation which followed upon the same day by mail were correct and read 15 days shipment. The purchasers received the confirmation and contract and held them in their possession without making any objections. The corn was shipped out in good faith, two cars of it not being shipped until the 15 days. The purchaser claimed that it should have been shipped within ten days; the arbitrators decided that it was shipped within 15 days and in contract time.

On the other point the corn sold was delivered at Meridian No. 2 white corn shelled. The corn was shipped from a country point, billed through, and stopped to shell in transit. It was shipped four

days before the expiration of the contract, and it was shown that it was only delayed one day at point of shelling. For that reason they were not damaged in the least by its being stopped to shell, according to the decision of the arbitrators.

Kampers were compelled to accept the corn and pay for it with all expenses that were incurred on account of their refusal. Yours truly, T. P. Gordon, St. Joseph, Mo.

### SEND SAMPLES TO LEARN THE MARKET.

Grain Dealers Journal: Grain dealers of the progressive sort, who make a study of market conditions and endeavor to grade their receipts so as to get the most out of them, are often confronted by the question of whether or not it will pay them to clean grain, and to what extent, before it is shipped. In many cases the shrinkage and wastage involved in doing so will not be off-set by the extra price obtained, especially when the lower grades are being handled.

The plan adopted by a number of my acquaintances is to send large-size samples to commission houses in one or two markets and ask their advice in relation to the matter, when there is any doubt regarding it in the mind of the shipper. The replies received then enable him to determine his best course. It is an excellent plan to secure such information from two or more markets, instead of from one only, as conditions at the various centers are constantly changing, and the selling properties of grain of various grades and degrees of cleanliness vary, according to the requirements of those who are buying the most at the particular time.—W. C. G., Fargo, N. D.

### STRICT BUSINESS METHODS THE BEST.

Grain Dealers Journal: Not a few dealers are impelled by what seems like a false pride to obtain financial assistance from one of the numerous mushroom concerns that have sprung up during the past few years in the leading markets, rather than accede to the just requirements of the old established houses for periodical reports of the quantity of grain awaiting shipment, with insurance policies to cover the amount of the advances. They seem inclined to think that such requirements are a reflection on their honesty or responsibility, forgetting that, if the commission merchant had reason to doubt either, he would not put out funds without sufficient collateral to insure him absolutely against loss.

The large houses, however, conduct their business on lines similar to that of a banking institution, and the funds employed are so large that it is necessary to use practically the same system in dealing with correspondents. A dealer may be sure that the commission merchant who does not insist upon strict business methods in the protection of his own interests will not give proper attention to those of his shippers. Laxity in one means carelessness or indifference respecting the other. The rule that a man must first set his own house in order before attending to the affairs of his neighbor applies to every phase of business.

Many an elevator proprietor, too, has reason to thank his commission house for insisting upon adequate protection by insurance, notifying him some days in advance of the expiration of policies and supplying him with information, when

necessary, of the character of the companies in which the local agent writes them. During the press of work, when grain is moving freely, such details are apt to be overlooked; and how often one reads of the loss of property that is only partially insured!

These are good points to think about—  
F. M. Cobb.

### INSTALL TOO LARGE POWER PLANTS.

Grain Dealers Journal: It is a subject of frequent remark among traveling men that not a few grain dealers go to the expense of putting in power plants which are in excess of what they need or not just adapted to their requirements and consequently yield unsatisfactory results. For example, take gasoline engines. The number of different makes is legion; some are suited to one purpose, some to another, and many not at all what an elevator man requires. Frequently a dealer will receive circular matter from some concern which has a new kind of engine to offer, and perhaps makes a "specialty" of certain sizes. It appears that a 12 h. p. engine, "as good as the best," can be bought for what one of 8 h. p. of a standard make will cost. The dealer doesn't need more than 8 h. p. with which to propel his machinery; but, of course, his business is liable to expand, and he may need to increase the size of his plant, and anyway he might as well get all he can for his money. Those who have tried the experiment know the usual result.

This is only one illustration showing that when you are in need of an engine, new machinery, or what not, it is the better policy to buy from those who make a business of equipping elevators with power plants, and have an established reputation to maintain. Such as these you will find to be regular advertisers in the grain trade journals, and the names given to their makes will be familiar to you because you have heard them and seen them in print repeatedly.—Hoosier.

### NOT UP TO SAMPLE.

Grain Dealers Journal: A matter which causes no little trouble between shippers and receivers is the practice, in which the former occasionally indulge, of contracting with farmers for grain equal to a specified sample and allowing them to load it in the cars themselves. In some cases there may be reason for doing this, particularly when deliveries are being made faster than they can be taken care of at the elevator; but unless the loading from wagons is carefully supervised by the buyer or someone in his employ, it will often be found when the shipments arrive at their destination that the quality is different from that which the dealer supposed he was consigning. Of course, he is then in a position where he is compelled to rely upon the fairness of the man at the other end, and he occasionally displays considerable scepticism on this subject. Possibly he has cause to do so in not a few cases, but at any rate ill-feeling is almost sure to be created.

Such miscarriages of a dealer's intentions are not always due to dishonesty on the part of farmers. The latter have not been trained to observe the differences in the quality of grain which looks somewhat alike. In fact, every dealer knows that often they cannot be made to see it, and are greatly disgruntled because a load which they are offering will not bring as



much as the one hauled in a day or two before. This is particularly the case with reference to barley, the smallest variation in the quality of which means a  $\frac{1}{2}\text{c}$  to 1c or more either way.

In this connection it may be observed, also, that grain loaded directly from wagons into cars is usually very uneven and a sample taken at random with a plunger, even in several places, does not fairly represent the average. If it is better the buyer naturally calls for an allowance, while in the other case he says nothing. The shipper loses either way. Where it is necessary for him to load in this way, the grain should be thoroughly shoveled over.—J. P. R.

## Asked— Answered

### SHIPPING DATE NOT SET. IS SHIPPER LIABLE FOR DELAY?

Grain Dealers Journal: On Nov. 7 we sold 2 cars of rye straw to go to Philadelphia, without making a definite date of shipment, knowing it was uncertain how soon we could get cars.

We have not been able to secure cars. Now the buyer writes us that he has given us a reasonable amount of time in which to ship, and asks permission to go on the market to buy the rye straw and charge us with the loss.

The same firm owes us \$107 due on several cars of oats, and has refused payment until we adjust the straw deal. Is the buyer justified in taking the action he has?

We claim that not having made a specific date of shipment the buyer can not hold us for loss. We have had the straw ready to ship just as soon as we can get cars. We would like the opinion of our readers of the Journal.—E. K. F. & Co.

### DISCRIMINATION REBATES.

Grain Dealers Journal: Answering the inquiry made by R. W. Cassell & Co, in the last issue of the Journal, it may be stated that, inasmuch as the traffic on which discrimination is alleged passes entirely within the limits of one state, no relief could be obtained under the Interstate Commerce Act, even though a lower rate were made on shipments originating across the border in Iowa. To prove discrimination under the Federal law, both rates would have to be on inter-state traffic. Otherwise, the long and short haul clause does not apply.

It is probable, however, that such a case would come under the Minnesota statutes, particularly the payment of rebates referred to, and it would be well for R. W. C. & Co. to lay the facts before Secretary A. C. Clausen of the Minnesota R. R. & W. H. Commission, who has shown himself to be one of the most energetic officials in the country in the protection of shippers against any unjust or unreasonable practices on the part of the carriers. He will be able to state just what course of action should be pursued.

The Elkins law, passed at the last session of Congress, provides stringent penalties for any deviation from published tariff rates on inter-state traffic. The payment of a rebate subjects the carrier to a heavy fine for each offense, and the wilful complicity of any person interested in securing the lower rate, by any device what-

ever, is declared a misdemeanor punishable by the same penalties as those enforced against the carrier.

It is not believed that the railroad companies are now granting any rebates on inter-state traffic, but if R. W. C. & Co. can prove that any one has received a drawback on shipments originating in Iowa, and destined to a point in Minnesota, it is their duty to bring the matter to the attention of the Federal district attorney, who is authorized by the Elkins Law to take immediate action to punish the guilty parties. As I understand it, however, the rebate has been made on Minnesota business only, and consequently relief could be sought only under the state law.—L. V. A.

### SETTLEMENT FOR FAILURE TO SHIP.

Grain Dealers Journal: On Jan. 10, 1902, an Illinois grain dealer sold a Nashville grain company 5,000' bus. No. 3 white corn at  $38\frac{1}{2}\text{c}$ , shipment subject to cars; sale to cover winter shelled corn; both parties to work for cars. Illinois Central cars would not go to Nashville at this time.

This sale was made by I. G. D. in order to get another line on cars, by adding another shipping point to his list, as the car famine was on. The price was less than the regular track bid, and all time sales were made on 30 days shipment. Both parties made their best effort to get cars. N. G. Co. working with the N. C. & St. L. R. R. and I. G. D. with I. C. After 30 days the N. G. Co. ceased to work for cars.

Feb. 3 I. G. D. shipped the first Nashville car he had received. Feb. 8 he received another Nashville car, but account of jam had to be loaded with mixed corn, and gave the N. G. Co. choice to either apply on contract or take at their bid for mixed corn, which they did at  $40\frac{1}{2}\text{c}$ .

Feb. 9 I. G. D. shipped another car wht. corn.

I. G. D. received no more Nashville cars until March 16, being then out of corn he loaded this car with oats at  $\frac{1}{2}\text{c}$  less than the best price, and sent it to the N. G. Co., stating on invoice sheet, he was out of corn and shipped oats instead at  $\frac{1}{2}\text{c}$  loss in order to use the car.

April 8th I. G. D. received the last of the five cars ordered Jan. 10th for Nashville and loaded it with oats, being still out of corn, and shipped to N. G. Co., thus using all the five cars ordered.

On April 23 Nashville was bidding  $38\frac{1}{2}\text{c}$  for white corn.

On May 19 the N. G. Co. demanded balance of corn or difference in money as the corn was worth more at this time. It is now worth  $36\frac{1}{2}\text{c}$ .

Both parties wish to do right. Will the readers of the Grain Dealers Journal please give me their opinions as to basis of settlement?—I. G. D.

### PENALTY FOR OVERLOADING?

Grain Dealers Journal: Can a railroad company charge a shipper excess freight for overloading cars when the shipper has nothing to be governed by; no corn lines in the car; and he simply has to guess?

My idea is that the railroad company must have a scale to weigh our grain; I have been told that the law compels this. If this is the case I don't think that they can hold the shipper for the amount overloaded. I would like a reply from a

reader thru the columns of the Journal.—Geo. L. Kern.

Ans.—Any Illinois railroad which seeks to be punctilious in this matter of loading cars to capacity or in excess of it, should be referred to the Illinois statute requiring carriers to install track scales and keep them in order at stations shipping 50,000 bus or more annually. The law follows:

At all stations or places from which the shipments of grain by the road of such corporation shall have amounted during the previous year to fifty thousand (50,000) bushels or more, such corporation shall, when required so to do by the persons who are the shippers of the major part of said fifty thousand bushels of grain, erect and keep in good condition for use, and use in weighing grain to be shipped over its road, true and correct scales, of proper structure and capacity for the weighing of grain by car load in their cars after the same shall have been loaded. Such corporation shall carefully and correctly weigh each car upon which grain shall be shipped from such place or station, both before and after the same is loaded, and ascertain and receipt for the true amount of grain so shipped. If any such corporation shall neglect or refuse to erect and keep in use such scales when required to do so as aforesaid, or shall neglect or refuse to weigh in the manner aforesaid any grain shipped in bulk from any station or place, the sworn statement of the shipper or his agent having personal knowledge of the amount of grain shipped shall be taken as true as to the amount so shipped. In case any railroad corporation shall neglect or refuse to comply with any of the requirements of sections first, second and fifth of this act, it shall, in addition to the penalties therein provided, forfeit and pay for every such offense and for each and every day such refusal or neglect is continued the sum of one hundred dollars (\$100), to be recovered in an action of debt before any justice of the peace, in the name of the People of the State of Illinois, such penalty or forfeiture to be paid to the county in which the suit is brought, and shall also be required to pay all costs of prosecution, including such reasonable attorney's fees as may be assessed by the justice before whom the case may be tried. (As amended by act approved May 18, 1877. In force July 1, 1877.)

### Before the Fire.

By C. A. McCotter.

"Much of the fire loss of the country is susceptible of removal by mechanical means."—Insurance Engineering.

A watched hazard is never as dangerous as the unwatched hazard.

There is no fire preventive equal to a regular, systematic inspection by the owner or foreman.

Consider for a moment how much you would lose if you burned today and include your loss of time, expense and profits.

Today figure how much it would cost you to remove the causes of fires, and take the necessary precautions against a loss. Cost, a fraction of the fire loss.

Leaky spouting, elevator heads and joints are evidence of poor workmanship and a hindrance to proper cleanliness.

The shaft bearings need to be cleaned as frequently as the floor. Hot boxes are a long while causing fires if there is nothing about them to burn.

If you haven't a list of your machinery, shafting, pulleys, belting, etc., made up and put out of reach of a fire, don't let this day pass without doing it.

Make a plan of your elevator, showing size of house, depth of bins, sizes and kinds of lumber, etc.; it is so much easier to do it now than to guess at it after a loss.



# Grain Trade News

## CANADA.

Esterhazy, Assa.—The new eltr. for the Ogilvie Milling Co. has been completed.

Rodney, Ont.—O. R. G. Stinson, a former grain dealer at Rodney, has bot the new eltr. of David Patterson.

Glensmith, Man.—Frank Smith, grain buyer for the Northern Eltr. Co., intends to deal in flour and feed also.

Winnipeg, Man.—C. N. Bell has been offered the position of secy. for the transportation commission and will probably accept.

Ridgetown, Ont.—The Thos. Steel Co. has bot the eltr. of the Cochrane-Rushton Co. and has added a new brick engine house.

Ottawa, Ont.—The transportation commission, composed of John Bertram, Robert Reford, and C. E. Fry, met Dec. 16 to organize.

Port Arthur, Ont.—Work on the frame of the C. N. Ry. eltr. has been commenced and has also been started on the working house.

Hartney, Man.—The safe at the eltr. of the Ogilvie Milling Co. at Argue, on the C. N. Ry., was blown open recently and \$1,220 taken by the cracksmen.

Pipestone, Man.—The warehouse commissioner, C. C. Castle, held a meeting at Pipestone recently to investigate charges against eltr. men obtaining cars contrary to the grain act.

Montreal, Que.—The 700,000-bu. eltr., which is being built by the harbor commissioners, has been nearly completed. Dock conveyor work to a large amount is still to be finished.

Port Arthur, Ont.—The supply of grain stored in the C. P. Ry. eltr. at Port Arthur will be included after Dec. 21 in the statement of the visible supply of grain compiled by the Chicago Board of Trade.

Montreal, Que.—The plans for the new 1,000,000-bu. steel eltr. for the Grand Trunk Ry. having been completed by the Jno. S. Metcalf Co., the contract for its erection will soon be let. It will be an up house.

Winnipeg, Man.—The capacity of the eltrs. and warehouses in Manitoba is 19,064,900 bus.; in the Northwest Territories, 7,720,000 bus., and at the lake ports 13,972,000 bus., a total capacity of 40,756,900 bus.

Special inducements for all rail and ocean shipments are being offered by the Canadian Pacific Ry., which has established a steamship service from St. John, the grain to be carried to England in its own steamers.

Craven, Assa.—C. C. Turner & Co., of Winnipeg, have completed a 30,000-bu. eltr. which is equipped with a No. 6 In-vincible Cleaner, a 15-h. p. Otto Gasoline Engine, and 2 legs with rope drive. W. T. Law is mgr.

Winnipeg, Man.—The proposed new rules of the New York Produce Exchange, which will provide an option market on which Canadian grain can be delivered, are of great interest to Manitoba grain dealers, who believe such a market will fill a want they have long felt.

Regina, N. W. T.—At the annual convention of the Territorial Grain Growers Assn., Dec. 16, complaint was general that the chief grain inspector had not called the western grain standards board together for 3 years.

Toronto, Ont.—At a meeting of the Dominion Millers' Assn., held Dec. 17, resolutions were passed asking the government to restore the grain standards which were abolished by the recent amendment to the Grain Inspection Act.

Winnipeg, Man.—The samples for the season's crop have all been received at the government warehouse, but 1 car load. These samples have been gathered from over all western Canada and will be prepared for exhibition in the United States, Europe, and wherever there is a former resident of the Dominion.

Ottawa, Ont.—The following are some of the averages of grain crops as reported by the Ontario Bureau of Industries in its crop report for November: Fall wheat, 25.9 bus. per acre; spring wheat, 19.9; barley, 34.3; oats, 41.7; rye, 16.6; peas, 21.9; beans, 18.4; corn in the ear, 77.3 bus. per acre. Hay yielded 1.56 tons per acre.

Winnipeg, Man.—S. Spink recommends a change in the grain inspection act so that the members of the western grain standards board shall have some say in calling a meeting of the board, instead of being dependent on the whim of the chief inspector. It is now more than 2 years since the chief inspector considered it necessary to have the board called together.

Toronto, Ont.—At a special meeting of the grain section of the Board of Trade Dec. 8 the members engaged in a warm discussion of a resolution offered by Mr. Watts, "That the government be requested to strike out the amendment to the inspection act, by which the annual making of government standards of grain grades has been done away with." Action was deferred.

Montreal, Que.—The harbor commissioners have brot suit to compel the Montreal Eltr. Co. to remove the sunken eltr. St. Lawrence, which sunk May 6 after being driven by the current against a pier in course of construction by the harbor commissioners. The Montreal Eltr. Co. has brot suit against the harbor commissioners for \$25,000 for loss of the eltr. and for the loss of its use.

Winnipeg, Man.—Of the wheat yield of 50,290,974 bus. in Manitoba and the Northwest Territories, 18,500,000 bus. had been inspected by Dec. 1, according to the report of Frank O. Fowler, secy. of the Northwest Grain Dealers Assn., in his report issued Dec. 8. At country points there were 6,354,522 bus. in store and 800,000 bus. were in transit, but not inspected. With 7,500,000 bus. allowed for seed and 6,500,000 bus. for country mills a balance of 10,536,452 bus. is still to be marketed.

Fort William, Ont.—The members of the grain trade of Fort William held their fourth annual banquet Dec. 10 at the Queen's hotel, covers being laid for 65 guests. Among those present were: H. G. Coram, C. P. Ry. freight and eltr. agt.,

chairman; H. Sellers, superintendent C. N. Ry. eltrs., Port Arthur; E. R. Wayland, secy. Fort William Board of Trade; Wm. Blair, with the C. P. Ry. eltrs. John Murle, superintendent C. P. Ry. eltrs. Fort William; John Reddin, superintendent King's Eltr., Port Arthur; D. Lemay, foreman C. P. Ry. eltr. D, Fort William.

Winnipeg, Man.—The following reasons have been given by agts. of the C. P. Ry. to show why compliance with the grain act interferes with prompt loading: Have empty cars which were ordered by farmers, who now claim they have insufficient grain to load them and want smaller cars, and cannot let the eltrs. have these large cars until the application of the farmers has been filled; delay in loading because parties live at a distance and can make but 2 trips a day; farmers who have ordered cars do not turn up and send the cars away; took each farmer 3 days to load his car; track loading slow; have averaged 42 hours per car.

Fort William, Ont.—The receipts of grain at Fort William and Port Arthur from Sept. 1 until Dec. 6 were: 16,413,372 bus. of wheat, 67,652 bus. of oats, 59,955 bus. of barley, and 146,539 bus. of flaxseed; compared with 20,076,971 bus. of wheat, 309,885 bus. of oats, 45,728 bus. of barley and 69,154 bus. of flaxseed for the same period of last year. Shipments for the period from Sept. 1 to Dec. 6 were: 16,023,290 bus. of wheat, 127,180 bus. of oats, 31,513 bus. of barley, and 152,123 bus. of flaxseed; compared with 19,381,441 bus. of wheat, 270,017 bus. of oats, 23,190 bus. of barley, and 44,666 bus. of flaxseed, for the same period of last year.

Winnipeg, Man.—The season's crop, as reported in the final crop bulletin for 1903 of the Manitoba Department of Agriculture, shows a yield of 40,116,878 bus. of wheat, 33,035,774 bus. of oats, 8,707,252 bus. of barley, 564,440 bus. of flaxseed, 49,900 bus. of rye, and 34,154 bus. of peas. Compared with last year this is a falling off in the total production of 17,475,824 bus., the larger portion of which is wheat and flaxseed. The area for the crop of 1904 is estimated at 2,385,505 acres or 654,510 acres more than at the corresponding date of 1902. Barley and oats suffered on account of the dry season when maturing and again from the heavy rains during harvesting. Few prime No. 1 oats have been harvested and are discolored altho good for feed.

Winnipeg, Man.—The following regulations have been made under authority of section No. 17 of the ordinance governing the removal from grain eltrs. and warehouses of matter containing seeds of noxious weeds: Where eltrs. are so constructed that each farmer's wheat is cleaned before weighing and the screenings are kept separate such screenings may be taken in sacks by the producer to his farm to be used as food for stock after the destruction of the germinating properties of the weed seeds. The mgrs. of eltrs. may feed sacked screenings to sheep after germinating properties have been killed, if the sheep are kept within inclosures which are the property of the feeders and subject to inspection by weed inspectors. Lists of the parties to whom screenings are sold shall be furnished monthly to the commissioner of agriculture by the mgrs. of eltrs.

Winnipeg, Man.—The total amount of wheat delivered by the farmers of Man-



itoba and the Northwest Territories during Sept., Oct., and Nov., or the first 3 months of the present crop year, amounted, as near as can be estimated, to 26,094,000 bus.; compared with 32,000,000 bus. for the corresponding period of last year. During this period, according to the inspection returns of Chief Grain Inspector Horn, 19,171 cars of grain were inspected; compared with 23,185 cars during the same period last year, and 23,078 cars in 1901. The grains inspected were: 18,494 cars of wheat; 270 cars of oats; 80 cars of barley; 315 cars of flax, and 3 cars of speltz; compared with 22,367 cars of wheat; 384 cars of oats; 76 cars of barley; 350 cars of flax, and 2 cars of speltz during the same period of last year. The quality as well as the amount inspected has fallen off as the extremely unfavorable weather early in the fall has had a bad effect on grades and only 453 cars, or 2.45 per cent has graded No. 1 hard; compared with 11,352 cars, or 50 per cent for last year. No. 1 northern is 2,393 cars short of the same grade last year, altho No. 2 and 3 northern are far ahead of last year, having a total of 10,426 cars; compared with 3,408 cars for last year.

## CHICAGO.

Memberships in the Board of Trade are selling for \$2,900.

J. R. Godman will be connected with T. E. Wells & Co. after Jan. 1.

A car of new corn from Illinois that graded No. 2 white was received recently.

The Chicago Terminal Eltr. Co. has asked that its Union Eltr. be declared irregular.

No session of the Board of Trade will be held on Dec. 26, the day following Christmas.

Edw. C. Hodges, a former member of the Board of Trade, died Dec. 15 at Boston, Mass., from heart disease.

On an allegation that the grain was not up to sample 30 cars of malting barley recently were sold "for the account of whom it may concern."

H. M. S. Montgomery, second vice-pres. of the Board of Trade, has resigned his position as an official, his resignation to take effect Jan. 1.

A steamer cargo of 97,000 bus. of standard oats recently was shipped from Counselman's eltr. at South Chicago to one of Bryant & Co.'s eltrs. on the Chicago River.

Many local and out of town grain dealers have witnessed Wilton Lackaye's presentation of "The Pit" at the Garrick to obtain pointers on how not to run a corner.

Jos. Gregg & Son have succeeded Jos. Gregg. The firm will remove from Chicago to Atlanta, Ga., to be in closer touch with buyers, which will enable it to be in the market at all times.

The first delivery under the new rule of hard winter wheat at the penalty of 5 cents per bu. was made Dec. 21 by the Richardson Co. The 10,000-bu. lot went around to a number of houses.

The proposed rule limiting the time in which an expelled member may apply for a rehearing to 90 days is condemned by the more liberal minded members of the Board of Trade as unjust.

Former Pres. Wm. S. Warren, on behalf of the administration, has issued a statement repudiating the action of the Board of Trade caucus, and stating that

the administration ticket would be nominated by petition.

Jas. T. Rawleigh, who has served as director of the Board of Trade for several terms and is one of the older members of the feed trade, is seriously ill at his home on Washington boulevard.

The drainage commissioners have been having an appraisal made by A. E. Baxter of certain eltr. properties along the river which are to be condemned to allow the river to be widened.

Churchill & Co. have leased the Englewood eltr. at 63d St. and the R. I. R. R. tracks and expect to have it running the first of the year. It is being overhauled and new cleaners and clippers installed.

At a meeting of the administration party, Dec. 21, presided over by J. G. Steever, it was voted to nominate R. G. Chandler for pres. of the Board of Trade. A subcommittee was chosen to name the remainder of the ticket.

The directors of the Board of Trade have referred the petition to make hard winter wheat deliverable on contracts without penalty or discount after July 1, 1904, to the committee on rules. Henry L. Goemann has been active in procuring signatures.

C. B. Pierce says: I do not favor marketing No. 2 hard as a contract grade, as it would depress our market to a strictly hard winter basis. But I do believe that it should be made deliverable with a penalty of 3c, as its milling value is intrinsically about 3c less than our No. 1 northern spring.

Henry L. Goemann has severed his connection with Hancock & Co., of Philadelphia, and will devote himself to the affairs of the Goemann Grain Co., having 1 account instead of 2. Jos. J. Lippert, his former assistant, will represent Hancock & Co. and will have his office for a time with Mr. Goemann.

Some members of the Board of Trade who do their own thinking believe the plan to hold up the price of memberships by an annual assessment of \$25 for their retirement is only a futile attempt to hoist themselves by their boot straps. The running expenses of so large an institution as the Board are very heavy, and the plan to decrease the number of members, it is said, will eventually double the annual dues to be paid by those who remain.

Pres. Chandler says: I was induced to consent to stand for re-election by members who felt it wise that the present plans of the exchange be carried out, and I reluctantly consented. I shall not change my position now in the face of opposition. I shall stand for the administration policy of continuing the fight against the bucket-shops. We expect to get a favorable decision from the federal Court of Appeals in this district, and with that attained, the whole question of the rights of the exchange to its quotations can be taken to the United States Supreme Court and settled forever.

In the case of Miss Ellen Martin against Wm. A. Johnson & Co. for the restoration of \$200 which was lost as margins on September wheat Miss Martin was given a judgment for the amount by Justice Caverly, who gave his opinion as follows: Where one places orders with a broker for the purchase of grain—and in this case it is considered by the court that there was to be no delivery of the same, but that the deal was to be settled by a payment of the difference between the purchase price and the price

at some future time—the transaction between them was a gambling contract.

At the caucus to nominate candidates on the regular ticket for officers of the Board of Trade for the ensuing year, which was held Dec. 19, the advocates of a more liberal policy were greatly in the majority. The administration, which expected to name the regular ticket as in former years, was surprised that the opposition should begin the fight in the caucus, instead of waiting until the election. The regular nominees are William S. Jackson for pres., Geo. S. McReynolds, first vice-pres., and Walter Fitch, second vice-pres. The foregoing have been appointed a committee to select the remaining candidates on the regular ticket.

The appeals committee has reversed the decision of the arbitration committee in the claim of W. H. Merritt & Co., against Thos. Prindville, for \$4,000 damages on account of corn having been damaged by delay in sailing. When the contract for the shipment of the 30,000 bus. was made it was expressly stipulated that the corn was not to be loaded until the boat was ready to start. According to all the rules of law Merritt & Co. should have brought suit against the owner of the vessel instead of the agent. In deciding in favor of Merritt the committee was guided by the rule of the Board of Trade that the agent shall be held liable for contracts made for principals.

## ILLINOIS.

Depue, Ill.—Bryant & Co. have succeeded Beyer & Co.

Clinton, Ill.—J. H. Williams, of Kenney, will build an eltr.

Cairo, Ill.—The Illinois Hay & Grain Co. is building a warehouse.

Naples, Ill.—The new eltr. for the Smith-Hippen Co. has been completed.

Tuscola, Ill.—J. C. Collins has resigned from the management of the Farmers Eltr.

Rapatee, Ill.—Nelson Bros. have bot the eltr. of W. F. Boyer and have succeeded him.

Lowder, Ill.—H. E. Ensley, of Waverly, has bot the eltrs. of V. C. Elmore at Lowder and Rohrer.

Moweaqua, Ill.—Rodman & Sons have succeeded J. M. Rodman and D. Moll. Mr. Moll has retired.

Dixon, Ill.—The Dixon Cereal Co. is shipping out surplus grain which it has been holding in store.—I.

Stanford, Ill.—Wm. Imhoff and L. F. Campbell have leased the eltr. formerly operated by O. S. Skinner.

Owaneco, Ill.—Chas. P. Barrett has succeeded his brother G. F. Barrett in the firm of W. H. Barrett & Bro.

Elizabeth, Ill.—N. A. Gault has bot the eltr. and feed business of Samuel Reynolds. Wm. Kevern will have charge.

Danvers, Ill.—Andrew Drohan is rebuilding the eltr. which burned Oct. 22, with a capacity about equal to the former house.

Conlogue, Ill.—The eltr. of J. T. Ricketts was not damaged seriously by the collapse of Nov. 23 and the repairs have now been completed.

Washburn, Ill.—Wm. Jurg, who owns a large amount of Illinois and Nebraska land, has bot the eltr. of C. A. Burnham and will succeed him Mar. 1.

Fairbanks, Ill.—The Fairbanks Grain & Coal Co. has bot the eltr., residence and



store of C. E. Davis for \$9,000, possession to be given Apr. 1.

Granite City, Ill.—Schultz & Niemeier Co. has deferred until spring the building of its eltr. because of the high price and scarcity of materials.

Spire, Ill.—The Spire Eltr. Co. recently purchased the eltr. of A. B. Kipp, but the Rogers Grain Co. has refused to cancel its lease and the deal is off.

Cairo, Ill.—The Board of Trade has issued a pamphlet giving its rules for grading and the rules applying to arbitration, re-inspection, regular eltrs. and fees.

Monticello, Ill.—The Monticello Grain Co. has let the contract to the Reliance Manufacturing Co. for the erection of an eltr. to cost \$9,870 and to be completed by Mar. 10.

Spire, Ill., Dec. 15—Husking is finished; corn averaged 45 to 50 bus. per acre. This station shipped, Nov. 7, the first car of new corn on the Kankakee division of the I. C. Ry.—Thos. Shapland.

Greenview, Ill.—The Greenview Farmers' Eltr. Co. incorporated, \$5,000 capital, to operate a grain eltr. and do a general commission business. Incorporators, Homer J. Tice, Geo. D. Warnsing and John W. Cogil.

Cabery, Ill.—A company is being organized to incorporate with \$100,000 capital and take over the grain business of Porch & Adams. Nelson Adams, P. Whelan and Jas. Porch are interested in the new company.

Decatur, Ill.—Lamoreaux & Haviland, of Gilman, have succeeded C. A. Burks as mgrs. of the C. H. & D. transfer eltr. The eltr. is equipped with clipper, cleaner and other devices for conditioning and handling grain.

Champaign, Ill.—The program of the 11-days' convention of the corn growers and stockmen at the University of Illinois has been issued. The first session will be Jan. 18. The secy. of the convention is Leigh F. Maxcy, Curran, Ill.

Kankakee, Ill.—The loss on the eltr. of Frazier & Carrington, which burned Oct. 25, has been settled at \$87,506 on grain, which was insured for \$90,000, and \$31,500 on the building, which was insured for \$35,500. The eltr. will be rebuilt with 500,000-bu. capacity.

E. J. Foord, of the United Grain Co., who has recently visited a number of stations along the Rock Island road in Illinois, reports that corn is soft and not much of it safe for shipment. Shelling is lively. Corn which had been snowed on in open cribs is now being shelled and coming in frozen; and Peoria is getting a lot of this soft stuff.

Seymour, Ill.—B. F. Glover & Son, grain dealers of New Orleans, La., have brot suit against J. M. Mullin & Sons, proprietors of the eltr. at Seymour, to recover \$1,000, an alleged overdraft on a shipment of 5 cars of corn. The draft was for \$3,000, but the total value of the corn is said not to have amounted to more than \$2,000. It is alleged that Mullin & Sons have refused to refund the money.

Stock to the amount of \$6,000 or \$7,000 was bought by a number of farmers around Gibson City last summer, the latter supposing that they were becoming shareholders in a co-operative company whose scheme was designed to increase the farmers' profits from the sale of his grain, reduce his expenditures for farm machinery, and incidentally to throw a chilly frost into the grain dealer and middleman, who were represented as

growing rich at the expense of the honest tiller of the soil. The agent of the company proved to be another grafter, and now the duped stockholders are trying to recover their money. The case was being reviewed in the Ford county circuit court at Paxton last week.—Enquirer, Cabery, Ill.

Danville, Ill.—The Interstate Grain Dealers' Assn. met Dec. 14 at the Plaza hotel. The attendance was good and a large volume of business was transacted. This assn. is young but by its untiring efforts its growth is assured. The password is "Success." Brother Grain Dealers should attend and join in the good work these meetings are doing for your cause. Their profit will be more pleasant to look upon. Does anyone doubt it? Come and be convinced. The Illinois dealers present were: Max Prillaman, Rossville; Sam McGuire, Chicago; Mr. Harlan and R. M. Rollins, Cheneyville; Ed. Rollins, East Lynn; Ira Ingraham, Bismarck, and M. Allison, Alvin. Indiana dealers: Mr. Freeman, Dayton; J. O. Finch, Hedrick; F. S. Davis, Marshallfield; M. A. Current, Stateline; Ira Cadwallader, West Lebanon; O. W. Bishop, Williamsport; Mr. Summers, Ambia; S. Van Steenbergh, Talbot; Mr. Harlan, Ambia; F. R. Pence, Pence, and C. A. Bissell, Antwerp, O.—B.

Springfield, Ill.—The Illinois Department of Agriculture reports the condition of winter wheat Dec. 1 as 9 points below normal. The area of winter wheat is 12% less than in 1902; and the total area seeded this fall is 1,500,000 acres. The area devoted to corn this year, 7,379,000 acres, was 3% smaller than that of 1902, but 10% larger than the 10-year average. The average yield per acre was 35 bu., an excellent yield when the adverse conditions of the early part of the season are considered. While this is 4 bus. less than the 1902 yield, it is one bu. per acre larger than the 10-year average. In northern Illinois the yield was 37 bu. per acre, and in central Illinois 36, but in the southern division of the state only 25 bu. per acre were reported. The late, dry fall was favorable to the ripening of the crop, so that much of the late planted corn, which it was not supposed would fully mature, was comparatively ripe when the hard frosts came, the average quality of the crop being 85 per cent of the normal.

## INDIANA.

Linden, Ind.—Biddle Bros., of Wingate, have bot out F. S. Snyder.—P.

Arcola, Ind.—D. G. McFadden, of Savannah, O., has bot the eltr. of Greeley & Co.

New Carlisle, Ind.—The Brummit Hardware Co. is attempting to do a scoop shovel business.—P.

Moran, Ind.—David Neese and sons have bot the eltr. of Isaac R. Kennard and succeeded him Dec. 1.

Redkey, Ind.—Teegarden & Skinner, of Dunkirk, have bot the eltrs. of John Caylor at Redkey and Powers.—P.

Shelbyville, Ind.—The eltr. and 5,000-bu. corn mill for the Nading Mill & Grain Co. have been nearly completed.

Plainfield, Ind.—I have not sold this property, but have had several inquiries as to the plant thru the ad of the Grain Dealers Journal.—Chas. S. Harter, Harter & Heironimus.

The following local meetings of the Indiana Grain Dealers' Assn. have been held recently: At Kokomo, Dec. 15; Lafayette, evening of Dec. 15; Plymouth, Dec.

16; Ft. Wayne, Dec. 17, and Muncie, Dec. 18.

Northgrove, Ind.—C. P. Graff is doing a scoop shovel business. A Cincinnati firm is understood to be buying his stuff. Are they showing the regular dealers due consideration?—P.

Richmond, Ind.—Millers along the line of the C., C. & L. road, which was constructed 2 years ago, find themselves short of wheat. Much of the wheat from territory tributary to them now is being shipped thru grain eltrs. out of the country.

Indianapolis, Ind.—An attempt was made Dec. 16 to crack the safe in the office of the Star Eltr. Co. but it proved a failure. The robbers worked an hour and used 7 charges of dynamite, but were unsuccessful and took but a small sum of money.

Valparaiso, Ind.—The Way-Higley Grain Co. incorporated, to operate the Grand Trunk Eltr. and also one at Boonegrove. Incorporators, T. W. Swift, of McLane, Swift & Co., Battle Creek, Mich., O. Way, of Wellsboro, Ind., and O. G. Higley, of Valparaiso. O. G. Higley has charge at Valparaiso.

A rate of a fare and a third has been authorized by the Central Passenger Assn. for the round trip to Lafayette for the Corn School to be held the last week in Jan. at Purdue University by the Indiana Corn Growers' Assn. Certificates can be obtained from W. C. Latta, Lafayette, that will entitle those desiring to attend the school to the special rate.

Indianapolis, Ind.—Secy. S. B. Sampson of the Indiana Grain Dealers Assn., who has recently visited different sections of the state, reports the condition of corn as very discouraging. Mr. Sampson says: Corn has not dried out properly and it looks as though it will not be any better. The intense cold makes the grain appear dry, but with every warm spell it becomes sappy again. Shippers do not like to handle it in large quantities and the farmer does not like to market it in its present shape, so that the movement of corn at present is light. The best plan for the farmer is to crib the grain in small cribs that are well ventilated, so that it can have the best chance to dry out.

Ft. Wayne, Ind.—Some of the mysteries of car service rules were explained at the meeting of the Indiana Grain Dealers Assn. division, Dec. 17, by L. H. Mummert, of Indianapolis, supt. of the Indiana Car Service Assn. Mr. Mummert assured the dealers that the association wishes to deal liberally with them and that a rule which has hitherto not been enforced strictly at all times will be rigidly enforced. The rule is when a car is filled with perishable goods that cannot be unloaded during rainy weather that demurrage charges be refunded for the period of rainy weather. The rules of the association demand that all charges be paid on a cash basis, but in a case like the above the money will be refunded.

Indianapolis, Ind.—The annual meeting of the Indiana Grain Dealers Assn. will be held at the Claypool hotel, Indianapolis, Wednesday and Thursday, Jan. 6 and 7. The hotel management has tendered the assn. the use of its assembly rooms in which to hold the sessions of the meeting; and as the Claypool has ample accommodations for guests all can be under one roof. The Claypool has made a special rate of \$3 per day, American plan, for rooms without bath; \$3.50, American plan, for rooms with bath



where 2 persons occupy one room; and \$4 per day where only one person occupies room with bath. A very good meeting and a large attendance is anticipated. Every regular dealer should attend, whether a member or not.

## IOWA.

Clare, Ia.—Dealers have been indulging in a grain fight.

Minden, Ia.—The Iowa Eltr. Co. will build an eltr. at Bentley.

Boone, Ia.—The Farmers' Eltr. Co. incorporated, \$5,000 capital.

Mapleton, Ia.—Peter Lamp has succeeded Valentine & Crow and purchased the eltr.

Marble Rock, Ia.—The plant of the Bucklen Grain Co. burned recently. Loss about \$3,000.

Harlan, Ia.—C. C. Rasmussen & Son will replace their steam engine with a gasoline engine.

Bedford, Ia.—C. D. Drescher and Wm. Alton have purchased the grain business of J. A. Carr.

Elliott, Ia.—Gerney Whitney has succeeded Mr. Turner in charge of the eltr. of Turner Bros.

Dixon, Ia.—Michel & Co. have sold out to Wm. Heuer, the change to take effect about the first of the year.

Varina, Ia.—Mr. Mills, formerly buyer for the Skewis-Moen Co. at Greenville, is buying for Dewolfe & Wells.

Polk, Ia.—The B. A. Lockwood Grain Co., of Des Moines, is planning the erection of an eltr. in the spring.

Nashua, Ia.—Granger & Nafus have succeeded Laird & Granger, H. B. Laird having sold his interest to A. H. Nafus.

McClelland sta., Underwood P. O., Ia.—The new eltr. for the Twamley-Dawson Grain Co., of Omaha, has been completed.

State Center, Ia.—M. M. Patten, mgr. for the I. L. Patten Co., was married recently to Miss Julia Leifheit, of State Center.

Ollie, Ia., Dec. 12.—Feeders are paying 40 cents for old corn and farmers are holding new for higher prices.—M. C. Berry.

Gilman, Ia.—L. G. Beale is interested, with his cousin, Z. T. Beale, in lands near Maynard, Minn., and ships grain from there.—I.

Kensett, Ia.—T. S. Baker is agt. for the Farmers' Mutual Live Stock Assn., which has bot out one of the regular grain firms.—I.

Ames, Ia.—Frank Fowler, mgr. of the eltr. for the B. A. Lockwood Grain Co., has suffered the loss of his wife after a long illness.

Whiting, Ia.—The department store of Cassidy & Whiting, grain dealers, burned Dec. 12. Loss, \$42,000; insurance, \$24,750.

Bagley, Ia.—E. J. Rogers will be agt. for the Neola Eltr. Co. after Jan. 1, succeeding A. H. Bysch, who will be transferred to Illinois.

Des Moines, Ia.—The Des Moines Eltr. Co. will install a drier with a capacity of 500 bus. per hour, purchased from the Perfection Drier Co.

Everly, Ia.—Andrew Black, agt. for the Reliance Eltr. Co., has discontinued buying and says that he will not open up again for a while.—I.

Greenville, Ia.—W. E. Chinn, formerly with Bowen & Regur at Rossie, has suc-

ceeded Mr. Mills as buyer for the Skewis-Moen Co. at Greenville.

Missouri Valley, Ia.—The Updike Grain Co. will equip its 500,000-bu. eltr. with a line of machinery purchased from the Invincible Grain Cleaner Co.

Storm Lake, Ia.—Wagner Bros. have purchased the eltrs. of and succeeded E. B. Michael at Storm Lake and Meriden, with headquarters at Storm Lake.

Lawler, Ia.—E. F. Canty is mgr. and buyer for the Lawler Grain & Live Stock Assn., which has been reorganized and incorporated with \$10,000 capital.—I.

Griswold, Ia.—Mr. Turner, who formerly had charge at Elliott, has taken charge of the eltr. at Griswold for Turner Bros., succeeding Philip Kirchner.

Dumfries, Ia.—The eltr. of Nipp & Kruse will be torn down and another with a capacity of 4,000 bus. will be built to replace it. The new house will be 40x30 ft.

Des Moines, Ia.—The B. A. Lockwood Grain Co. has filed amendments to its charter enlarging the powers of the company in loaning money and handling real estate.

Council Bluffs, Ia.—The Trans-Mississippi Grain Co. is improving its terminal eltr. and new machinery will be installed which will enable it to handle an increase in business.

Whittemore, Ia.—Scott Logan, of Sheldon, who now operates the farmers' eltr., which was formerly a source of so much trouble to the grain dealers in this vicinity, is represented here by John B. Aden.—I.

Ames, Ia.—The corn judging school of the Iowa state college will begin Jan. 4 and continue 10 days. A number of valuable premiums and trophies are offered by different individuals for the best corn exhibited.

Montgomery, Ia.—The Albertson Grain Co., in which the Skewis-Moen Co. is said to be interested, has an eltr. at Round Lake, Minn., in addition to the one here. This firm formerly did business under the name of Albertson & Skewis.—I.

Hartley, Ia.—J. B. Hass, a liquor dealer who has made considerable trouble for the local buyers in past seasons by scooping, now has an eltr. and is said to be aided financially by a Minneapolis house which keeps him in the straight and narrow way.—I.

Sioux City, Ia.—The eltr. to be built by the Akron Milling Co. will have a capacity of 100,000 bus. and will cost not less than \$10,000. Machinery for grinding feed will be installed and side tracks from the C., M. & S. P. Ry. will be put in on the north and south sides of the plant.

Gowrie, Ia., Dec. 18.—Very poor crop here. Eltrs. are shipping in corn and selling to farmers. Oats averaged about 20 bus. per acre and of poor quality. Corn averaged about 12 bus. per acre and is also poor quality. We are paying 28 cents for No. 3 white oats and 30 cents for No. 3 corn. This is the first time since this country was settled that corn or oats have been shipped in for feed.—P. J. Harvey, mgr. Chicago Grain & Eltr. Co.

Des Moines, Ia.—The corn area this year was 7,398,320 acres; compared with 8,025,068 acres, the area planted in 1902. The average yield per acre this year was 31 bus., aggregating 230,511,310 bus. The acreage of winter wheat harvested was 84,934 acres. The yield was 16.9 bus. per acre, making a total of 1,435,380 bus. The spring wheat area was 752,488 acres, with

an average yield of 12.6 bus. per acre, making a total of 9,481,350 bus. The oat crop this year was 99,012,660 bus.; compared with 92,907,000 bus. for last season. The barley yield was 12,179,790 bus., which is above the 13-years average. The rye yield was 1,923,060 bus. and that of flaxseed 355,160 bus.

## KANSAS.

Piedmont, Kan.—The Smith Grain & Eltr. Co. is building an eltr.

Douglass, Kan.—The Douglass Grain Co. has succeeded A. Wilkie.

Seneca, Kan.—Aug. Kramer instead of Aug. Wempe has succeeded John Wempe.

Soldier, Kan.—Wm. Thornton, of Green, has bot the eltr. of S. J. Thompson.

Cherryvale, Kan.—The Woods-Tucker Grain & Lumber Co. incorporated, \$15,000 capital.

Lyndon, Kan., Dec. 17.—Grain mostly corn and crop below the average.—Judson Linden.

Wichita, Kan.—Horace Rickards has been appointed traffic mgr. for the Stevens-Scott Grain Co.

Lyndon, Kan.—Judson Linden has succeeded C. S. Wilson. He has bot the eltr., which has a capacity of 10,000 bus.

McPherson, Kan.—H. Parker, a well known grain man and secy. of the State Grain Commission, will be a candidate for state senator from this district.

Pretty Prairie, Kan.—The Farmers' Grain & Live Stock Co. has let the contract for its machinery to P. H. Pelkey. A Lewis Gasoline Engine will be installed.

Rush Center, Kan.—Dealers on the Missouri Pacific in Rush county have hauled 50,000 bus. of wheat to the Santa Fe at Rush Center in order to get it shipped, the latter road giving a better car supply.

Ransom, Kan.—E. A. Slater has complained to the state railroad commission that he has 4,000 bus. of wheat on the ground, and that of 5 cars ordered of the Missouri Pacific in August he has so far received only one.

Topeka, Kan.—The returns of John W. Radford, chief grain inspector, from his department for Nov. show that the fees amounted to \$5,058, with \$4,035 for expenses, making the second largest month the department has ever had.

Wellington, Kan., Dec. 14.—Geo. M. Randall, secy. of the state millers assn., reports the acreage of wheat sown as 6,500,000, a little in excess of last year. From personal observation he thinks the plant is making a fine growth.

Topeka, Kan.—The hearing of the complaints against the railroads for refusing to grant sites for eltrs. to the Farmers Co-operative Co. at Pawnee Rock, Spearville, Cullison and Abbeville was set for Dec. 22 by the state railroad commission.

Larkin, Kan.—C. S. Spencer has complained to the railroad commissioners that the rate on grain to Kansas City charged by the Union Pacific is too high. While the rate from Larkin is 6½ cents, the rate from Muscotah on the Missouri Pacific, the same distance, is 6 cents per 100 pounds.

Clearwater, Kan., Dec. 17.—The fall wheat is making a slow growth; the season is too dry and the wheat needs rain badly. Corn husking about over and the yield is not what was anticipated. Farm-



ers are shipping in corn to feed cattle and hogs; about 20 cars will be shipped in to feed.—W. W. Gibbons, agt. Union Mill Co.

Topeka, Kan., Dec. 18.—About 70 per cent of the state's wheat crop has been moved and things will be quiet until about Jan. 20, when the corn movement will reach its height. The disposition of the Kansas wheat shows one peculiarity this year in that nearly all of it is going to the eltrs. to be brightened up and graded, whereas in former years it has gone to the mills, either in the east or north.—John W. Radford, chief grain inspector.

## KENTUCKY

Winchester, Ky., Dec. 17.—Small acreage sown to wheat this fall and at present looking badly.—Goff & Bush.

Louisville, Ky.—The Kentucky distilleries are not running at full capacity as they were expected to at this season of the year. Grain dealers who usually sell considerable raw material to the distillers fear the grain will be hard to dispose of.

Lancaster, Ky., Dec. 15.—Our growing wheat crop is in a very critical condition, especially the late sowing; the plant is not advanced enough to stand the severe cold and freeze and not protected by snow. During seeding time a drouth was prevailing, consequently the plant is tender and will be easily killed when exposed to freezing.—H. A. B. Marksbury & Son.

## MARYLAND

Baltimore, Md.—Eltr. No. 3, which was recently completed, has been leased by the Central Eltr. Co.

Marydel, Md., Dec. 18.—Our corn crop is short and our wheat now seeded is poor, having been put in late.—Jos. S. Dailey.

Baltimore, Md.—Members of the Chamber of Commerce, on invitation from the N. C. Ry., inspected Eltr. No. 3, which has been recently completed.

Baltimore, Md.—At a meeting in the president's room in the Chamber of Commerce recently a committee was appointed to take action against the discrimination by railroads in advancing rates on grain for export while reducing the rates on steel at the behest of the steel trust.

Baltimore, Md., Dec. 19.—Another week of higher prices and our cables have a better tone. Offerings of corn from the west continue extremely light, and we look for higher prices. The grading of corn is very satisfactory, receipts for the week showing 33 cars of old mixed corn, 191 cars of new mixed corn, 77 cars steamer mixed, 1 car No. 3 and 4 cars rejected corn. Only 25 cars of the 793 cars of new corn, received the past 3 weeks, has graded below steamer and the discount for steamer corn today is only 1¼ cents per bu.—Louis Muller Co.

## MICHIGAN.

Detroit, Mich.—The Dumont-Rogers Co. incorporated under laws of Illinois, \$10,000 capital. Capital in Illinois, \$1,000.

Kalamazoo, Mich.—A. K. Zinn, of Galesburg, has bot the Sebring eltr., which was formerly operated by Sebring & Forbes, and will take possession about Jan. 1.

Lansing, Mich., Dec. 10.—Weather conditions during November were unfavorable for the growth of wheat but were

advantageous for the harvesting of the fall crops. The condition of wheat, compared with an average, is 83 in the state. Wheat was sown late and has made but small growth in most localities; some reports that it is infested with the Hessian fly. The total amount of wheat marketed during Aug., Sept., Oct. and Nov. amounted to 2,037,145 bus., which is 214,309 bus. more than for the same months last year.—Fred Warner, secy. of state.

## MICHIGAN LETTER.

Bennington, Mich.—Albert Todd has built a 50x80-ft. hay warehouse.

Henderson, Mich.—Albert Todd, of Bennington, has erected a 50x80-ft. warehouse for hay.

Lansing, Mich.—The force in the bean picking department of the Christian Breisch Co. has been increased from 40 to 60 hands.

Laingsburg, Mich.—F. S. Lockwood & Co. have completed their warehouse. The second floor is used for the bean picking department, in which several girls are employed.

Caro, Mich.—F. E. Kelsey & Co. have just finished a large brick addition to their eltr. The first and second floors are used for storage and the third for the bean picking department. A Clipper Bean Cleaning Machine, 2 sets of scales, eltrs., etc., have been installed.—E.

## MINNEAPOLIS

An employe at the Midway Eltr. had his arm injured recently in the machinery at the eltr.

A meeting of the clearing house assn. of the Chamber of Commerce was held Dec. 22 to elect a new directorate and change the by-laws.

To establish a market for oats for future delivery the Minneapolis Chamber of Commerce on Dec. 18 appointed the following committee of 5: H. F. Douglas, W. D. Gregory, W. O. Timmerman, R. Troendle and C. E. Thayer.

Some of the large eltr. companies report that they have been compelled to close a number of their country houses for the present, owing to the poor receipts. Corn, which was expected to come in quite freely this month, is in poor condition for handling and the farmers are holding for higher prices. A heavy local demand at nearly every station.—I.

## MINNESOTA.

Belview, Minn.—G. F. Rahn has opened his eltr.

Kerkhoven, Minn.—The eltr. for Gillett & Cooper has been completed.

Worthington, Minn.—C. W. Davis is buying grain at Worthington.—I.

Hadley, Minn.—I could not do without the Grain Dealers Journal.—W. A. For-saith.

Beaver Creek, Minn.—A. Arneson is buying at Beaver Creek for the Skewis-Moen Co., of Minneapolis.—I.

Canby, Minn.—H. K. Hay, formerly of Lime Creek, has been admitted to partnership with Hanson & Cole.—I.

Ada, Minn.—The Ada Roller Mills will build an eltr. if the G. N. Ry. will put in a spur track to its plant.

Adrian, Minn.—The eltr. of the Peavey Eltr. Co. has been opened for the receipt of grain with G. L. Ellsworth in charge.

Parkers Prairie, Minn.—A carpenter at work on the new eltr. fell from a scaffold-

ing 40 ft. high, Dec. 10, and was instantly killed.

Rice, Minn.—The eltr. of the Power Eltr. Co. has been improved and changed into a mixing and cleaning house. New machinery has been installed.

Jasper, Minn., Dec. 9.—Threshing all finished and corn nearly gathered; quality very poor. Small grain about two-thirds marketed.—T. R. Dunn.

Zumbrota, Minn.—I. D. Warren is buying wheat, barley and oats for the account of the Wabasha Roller Mill Co., the coarse grains being shipped to terminal markets.—I.

Owatonna, Minn.—The Pride Eltr. Co., recently incorporated, has taken over the grain buying and shipping business of the Hastings Milling Co., the stockholders of the 2 companies being the same.—I.

Havana, Minn.—The gasoline engine in the eltr. of the Havana Eltr. Co. is said to have exploded recently, wrecking the engine. Greater loss was averted by the prompt shutting off of the gasoline feed.

Albert Lea, Minn.—J. Jensen, formerly agt. for the Albert Lea Milling Co., at Armstrong, is buying on joint account with the Albert Lea Produce Co., operating the warehouse owned by D. A. Giles.—I.

St. Charles, Minn.—Mrs. F. Blankenburg is rebuilding the eltr. which was wrecked by the tornado of Oct. 3. Wm. Blankenburg, a son, has rented the eltr., which will be completed by Dec. 26, by the Younglove & Boggess Co. It is 26x28 ft. and 30 ft. to plate. A 6-h. p. gasoline engine will be installed.

Crookston, Minn.—C. C. Melsness, who was accused of embezzling from the Neils-ville Farmers' Co-operative Eltr. Co., has been discharged by the grand jury, his contention that he had speculated in options in the name of the company and lost the money in the course of his duties as mgr. having been found to be true.

Owatonna, Minn.—The Owatonna Farmers' Eltr. & Merc. Co. is being managed along safe and conservative lines by C. Thompson, a buyer of recognized ability, who is said to be doing a very profitable business. If other similar companies had the right men at their head, there would be no trouble with regular grain dealers.—I.

Madelia, Minn.—Judge Cadwell has filed his decision in the case of the Madelia Farmers' Warehouse Co., which went into the hands of a receiver in 1897. He decides that the stockholders are liable for the amount of their shares and gives judgment in favor of the claimants for over \$11,000. No payment is allowed to stockholders who loaned money to the company.

Duluth, Minn.—L. A. Wood, of Edwards, Wood & Co., appeared in court recently and gave bonds for the appearance of himself and his partners on the charges of making false returns to country shippers, as reported in this column Nov. 25. L. N. Freeman, of Valley City, N. D., is said to have made the first complaint on which the investigation was begun by the state grain and warehouse commission. Mr. Staples, in going over the Duluth books of the company, is alleged to have discovered that the firm was guilty of irregularities in fifty-two instances, similar in character to those charged in the complaint. It is claimed that the firm has been making from \$3.50 to \$16 per carload more than it has been entitled to on the prices of the actual sales. The offense with which the company is charged is punish-



able by a fine of from \$25 to \$100 for each offense.

If the wheat crop this year in the three states amounted to 200,000,000 bus. there would have been left 180,000,000 bus. after taking out 20,000,000 for seed. The receipts at Minneapolis and Duluth so far have been 63,362,771 bus. Country stocks are 6,636,000 bus. and interior mills have ground some 22,000,000 bus., making a total of 91,998,771 bus. sold from this year's crop. In the elevators are 18,099,890 bus., leaving a balance of 79,150,100 necessary to come from the farm between now and Aug. 1 in order to supply the milling demand of the northwest before a new crop is raised. This leaves only some 6,000,000 bushels for shipment from Minneapolis and Duluth between now and a new crop, providing that farmers sell all the wheat now held by them.—Minneapolis Market Record.

Duluth, Minn.—C. F. Staples and Jos. G. Miller, of the state railroad and warehouse commission, and J. B. Sutphin, state weighmaster, met a number of local grain dealers Dec. 9 to consider the matter of notations as to the condition of cars arriving in bad condition. Formerly all the notations made by the assistant weighmasters on the original certificates were given out. On the allegation that this offered an inducement for shippers to make unjust claims the weighing department gave out the information as to the condition of the bad order cars only when the shipper first made complaint of shortage. The state commission did this to keep the country shippers from finding out when to make a claim. If a car was so badly wrecked in transit that a hundred bus. might have leaked out without the shipper knowing anything about it, the plan of the state commission operated to keep him in ignorance of the reasons for his loss in order to save its friends, the railroads, from having to pay for their careless handling. As long as the grain shippers, who pay the fees for inspection and weighing, have no say in the appointment of the public servants, they will continue to suffer from this political graft. The only concession the state commission has made to the grain dealers is to give the information when a shortage is complained of, the shipper not being required to fill out the blank form until afterward.

## MISSOURI.

St. Louis, Mo.—The Saxony Mills Co. is building an eltr. with a capacity of about 50,000 bus.

Watson, Mo.—Richard Thompson, Langdon, and Davis Bros., Rockport, have bot the eltr. of Noble & Wilson.

St. Louis, Mo.—Thos B. Carruthers, a former member of the Merchants' Exchange, died Dec. 7, aged 58 years.

St. Louis, Mo.—The Merchants' Exchange directors have approved the national inspection of grain at seaboard points.

St. Louis, Mo.—Deliveries of wheat on December contracts to the bull clique have been very heavy, aggregating about 4,000,000 bus.

St. Louis, Mo.—The directors of the Merchants' Exchange have refused the recent request of the December shorts to fix a new marginal price.

Ladonia, Mo., Dec. 9.—Corn badly damaged. Feeders will probably buy nearly all the corn. Shipment has been very small up to date. Old corn all gone. Corn crop about 40 per cent of that of 1902.—Wilder & Pearson.

Kansas City, Mo.—The Belt Line is paying no attention to the decision of the state railroad commission that the \$1 advance in switching charges was unreasonable.

St. Louis, Mo.—The Merchants' Exchange has posted the names of members delinquent in their assessments. If assessments are not paid by Dec. 31 the memberships are to be forfeited.

Kansas City, Mo.—The new eltr. being erected by John S. Metcalf Co. will soon be under cover. The ten concrete tanks of 75,000 bus. each will not be put up until next spring.

Kansas City, Mo.—The Wabash Ry. is building a 200,000-bu. eltr. The Missouri Grain Co., of Moberly, will lease the house and will ship direct to eastern mills with Kansas City weights, etc.

Kansas City, Mo.—A 50,000-bu. cribbed wooden eltr. will be built by Aug. J. Bulte, proprietor of the White Swan Mills, at Clinton, in connection with the 1,000-barrel mill which he intends building in Kansas City.

Lamar, Mo.—The 30,000-bu. eltr. for Thos. Eggers has been completed. The house is 20x60 ft. and 55 ft. high. The corn eltr. has a capacity for 20,000 bus. of ear corn, and is equipped with a dump from which the corn is run to the bins, sheller, cleaner or grinder.

St. Joseph, Mo.—Grain dealers of St. Joseph object to the increase in the inspection fee from 40 to 65 cents per car, and contemplate taking the inspection of grain from the state authorities and placing it in the control of the Board of Trade, which could be done as the eltrs. are private houses.

Emma, Mo.—Freezing of water which had not been drawn off caused the bursting of the cylinder of the gasoline engine in the eltr. of Henry Wehrs & Son. It cost \$106 to have the damage repaired. This is warning to other dealers not to let water remain in the engine.

St. Louis, Mo.—The Merchants' Exchange has filed a protest with the Missouri Pacific road against the rates granted Omaha to southern points, and has appointed the following committee to take up the matter: A. P. Richardson, G. F. Powell, O. A. Orvis, F. P. Brockman, R. J. Pendleton and W. B. Harrison.

Kansas City, Mo.—Perry T. Hamm, the head of P. T. Hamm & Co., was the recipient, November 29, of a new silk hat, with leather case, and a bouquet of chrysanthemums, from a number of local grain men, the occasion being the 76th anniversary of his birthday. Mr. Hamm is, in point of years, the oldest member of the Board of Trade, and was pres. in 1898, having been a member for 18 years.

Kansas City, Mo.—The construction of the 8 brick tanks for the Harroun Commission Co. has been started by the Barnett & Record Co. Each tank will have a capacity of 50,000 bus. and will be 56 ft. high and 50 ft. in diameter. The bottom of the tanks will be 16 ft. above the ground so the grain will not be damaged in case of a flood. The firm is also building a power house and remodeling the working house.

Jefferson City, Mo., Dec. 15.—The acreage of wheat sown this fall is 6 per cent less than was sown last year, owing to the poor weather for sowing in Oct. and Nov. and the fear of the Hessian fly. The total acreage sown this year is 2,645,300 acres, the present condition of which is 85, 15 points below the condition at the same time last year, but 2 points above

1901, which crop produced the largest yield in the history of the state. The average yield of timothy seed is 4.5 bus. per acre and that of clover seed 2.25 bus. per acre.—Geo. B. Ellis, secy. state board of agriculture.

Kansas City, Mo.—The Missouri Valley Car Service Assn. has adopted a rule that shippers must have on file standing orders for the switching of cars consigned to them. The cars then will be switched immediately instead of being held for orders. While this will relieve the congestion to some extent, it will also deprive the receivers of the opportunity to place the car. Under the new order an industry on the Santa Fe will have to give the Missouri Pacific a standing order that when a car arrives for it, the car shall be delivered at once to the Santa Fe. Then it may be taken to the tracks alongside the industry's warehouse, or any other place the industry may designate.

## NEBRASKA.

Elgin, Neb.—W. A. Cratty is mgr. for W. F. Hammond.—I.

Northbend, Neb.—Al Fulton is buying grain for Dowling & Purcell.—I.

Farwell, Neb.—Peter Krough has engaged in the grain business at Farwell.—I.

Murdock, Neb.—O. H. Eggleston will build a 30,000-bu. eltr. and has let the contract for the machinery.

Fremont, Neb.—W. H. Harrison has succeeded M. J. Parker as mgr. of the eltr. for the Omaha Eltr. Co.

Pleasanton, Neb.—B. R. Noyes, agt. for the Omaha Eltr. Co., has been transferred to Pleasanton from Eddyville.

Cambridge, Neb.—The eltr. for Rankin Bros. will have a capacity of 20,000 bus. P. H. Pelkey has the contract.

Gretna, Neb.—O. C. Higbee has resigned his position with the Duff Grain Co. and is local buyer for the Farmers' Eltr. Co.

Fremont, Neb.—Dr. N. H. Brown, who was interested in the J. H. Hamilton Grain Co., of Omaha, died recently from a stroke of apoplexy.

Benedict, Neb.—James & Harbert have succeeded J. W. James & Bro., John W. James having sold his interest in the eltr. to E. J. Harbert.

Omaha, Neb.—Amos H. Merchant, formerly assistant general freight agt. of the Elkhorn road, has been elected secy. of the new Grain Exchange and began his duties Dec. 15.

Jackson, Neb.—For some time I have been trying to buy grain without the Grain Dealers Journal, but find I am getting out of date.—J. P. McEwan, agt. Devereux Eltr. Co.

Shelton, Neb.—The eltr. of Geo. Meisner, the heaviest feeder in Buffalo county, burned Dec. 11, with 12,000 bus. of grain. The eltr. was situated 2 miles north of Shelton. Loss, \$8,000; insurance, \$2,000.

Omaha, Neb.—A number of St. Louis grain receivers are said to contemplate establishing offices at Omaha. Among the St. Louis grain men who have recently visited Omaha to look into the situation are T. A. Bryan and E. B. Langenberg.

Hastings, Neb.—The direction of shipments, made by J. M. Sewell Co. from their line of houses, is understood to devolve upon the secy., E. A. Twidale, altho Mr. Sewell, who is one of the veterans of



the Nebraska grain trade, retains general control of the business.—I.

Ellis, Neb., Dec. 18.—Very little corn about Beatrice or Ellis is fit to ship yet without risk of heating. Nearly every farmer has some late soft corn, much of which will probably spoil, as the cribs it is going into are the ordinary 10 to 14 ft. wide cribs. Corn is yielding on an average of about 27 to 30 bus., and much of good quality will go from here in a few weeks, when it is better cured.—H. E. Foster.

The government, the railroads and the grain dealers' assn., each having had a guess at the total crop yield in Nebraska this year, Labor Commissioner Bush has taken his turn at it. His estimate is made from car windows as he travels through the state. His totals in bushels are: Wheat, 43,660,318; corn, 169,693,966; oats, 6,619,505; rye, 10,105,701. While some of the other guessers think Mr. Bush's typewrist sometimes hits the wrong figures, it is generally believed that his guess, being the last, ought to be the best.—State Journal, Lincoln, Neb. It will be remembered that on a previous occasion the state labor commissioner made his estimate of the crops, using the exact figures given out several months earlier by the secy. of the Nebraska Grain Dealers' Assn.

#### NEBRASKA LETTER.

Cozad, Neb.—The Cozad Grain Co. has bot the eltr. of Brownfield & Co.

Omaha, Neb.—Up to the present time there are 175 subscribers to the Omaha Grain Exchange.

Brady Island Sta., Brady P. O., Neb.—E. G. West, of Gothenburg, has bot the eltr. of the Wells-Hord Grain Co.

Daykin, Neb.—The Ewert-Wilkinson Grain Co., of Lincoln, has bot the eltrs. at Daykin and Helvey, from E. Leet, of Fairbury.

New members, who have recently joined the Nebraska Grain Dealers' Assn., are Oscar Wells & Co., of Grand Island, and J. E. Cox, of Cairo.

Omaha, Neb.—Reports from many parts of the state show that wheat is not making as good a showing as usual, owing to lack of rain or moisture of any kind.

Cook, Neb.—L. A. Hanks & Co. have purchased the eltr. formerly operated by the Farmers' Eltr. Co. They are members of the Nebraska Grain Dealers' Assn.

Huntley, Neb.—E. Low, grain dealer, has been indicted for complicity in bribes, it being claimed that he accepted money from the postmaster at Alma.

Omaha, Neb.—Complaints of light business are coming in from all over the state, some of the receiving houses claiming that they are practically doing nothing.

Ellis, Neb.—The J. Rosenbaum Grain Co. has changed the style of its firm name at all its stations, Ellis, Hallam, Harbine, Lewiston, Nelson, Nora and Ruskin, and will hereafter be listed under the name of "State Eltrs."

The excursion committee of the Nebraska Grain Dealers' Assn. has arranged a trip to New Orleans during the Mardi Gras festival in February. It is proposed to charter a train of at least 5 Pullman cars, for the benefit of the members, their families and such grain men from other neighboring states as the train will accommodate. The itinerary, just issued of the trip, is in the words of the committee, as follows: "The train will probably leave Omaha in the early evening of Feb. 13th or 14th (date to be decided later), arriving next morning in the World's Fair

City, St. Louis. The day will be spent in St. Louis, sightseeing, visiting the fair grounds, the St. Louis Chamber of Commerce, and many other interesting points. Leave St. Louis that evening and arrive in Memphis next morning, where another day's stop will be made. Doubtless a day will be much too short a stay here in this old historic city of civil war days. But we must hurry on. Leaving there at night, we will awaken early in the morning within the old French parishes of Louisiana. We will then have an 8 to 10 hours' daylight ride through Louisiana before reaching New Orleans, at that time the mecca of the amusement world. Here at least 2 days will be spent, as each one's tastes and inclinations direct. Besides the Mardi Gras festivities then in progress, there will be in the harbor, open to the public, a fleet of United States battleships and torpedo boats, the large export grain eltrs., possibly a steamboat ride on the gulf, besides the many and varied attractions that the American Paris holds for the northerner. We hope there will be no one left when we leave New Orleans homeward bound, for we next visit the Monte Carlo of the western hemisphere, Hot Springs, Ark., where part of a day will be spent, and then on to Kansas City, where a day will be devoted to acclimating ourselves to the northern way of doing things again. The next morning, or the 10th day out, we expect to reach Omaha, when you can return home and remember forever after the most pleasant and cheapest trip for 2,000 miles that you will ever take in your life."—E. E.

#### NEW ENGLAND.

Portland, Me.—The Grand Trunk Eltr. on Galt wharf is being torn down.

Woonsocket, R. I.—A. Mowry & Co. have succeeded Oscar J. Morse. W. A. Mowry & Co. have succeeded Capron Bros.

Calais, Me., Dec. 5.—This year is the most successful one in 12 years. In the last 30 days I have taken in 18 cars of feed, grain, flour, hay and straw.—S. H. Phelan.

St. Albans, Vt.—The plant for the St. Albans Grain Co. has been completed. The eltr. has a capacity of 20,000 bus., the 2-story warehouse has capacity for 1,500 tons of bagged grain and is equipped to handle 500 bags per hour. The plant will be operated by electricity.

#### NEW YORK.

New York, Dec. 8.—We are having an extremely dull season here.—R. E. Elwell.

Buffalo, N. Y.—Geo. Chapin, of Milwaukee, has charge of the office of Chapin & Co. while Robert Chapin is away on his honeymoon, Chas. Chapin having temporary charge of the Milwaukee office.

New York, N. Y.—The committee of 10 appointed by the Produce Exchange to devise a broadening of the option market to include grain in store at Buffalo and elsewhere held its first meeting Dec. 11 in executive session. Wm. H. Kemp, of Milmine, Bodman & Co., was chosen chairman. Nothing definite was done, except to divide the work up among subcommittees. Other meetings soon will be called by the chairman.

#### BUFFALO LETTER.

The arrival of the steamer J. T. Hutchinson with flaxseed from Duluth Dec. 20 closed the season on the lakes, and considerably later than usual. Buffalo har-

bor has done more than it did last season.

So much demand for all sorts of wheat that could not be obtained—not a large demand, but a small supply—has advanced the price of State, both red and white, so that it is not quite fairly representative of its value.

Dealers are selling quite an amount of Russian spring wheat from North Dakota, which they say is of the macaroni variety exactly, and is quite in favor with certain millers already especially as it sells at about 10 cents less than other wheat.

The last of the lake cargoes are not out yet, but Christmas may see the work all done. About 2,000,000 bus. is to be left afloat this winter, all of it being flaxseed but one cargo of wheat. Considerable more wheat than ever is on winter storage.

The committees of the Chamber of Commerce for selecting tickets for the annual election next month have been appointed, but their work is not yet done. It is more than likely that Pres. Dodge will be re-elected, perhaps without opposition, as he has worked hard and gained the good-will of everybody.

The Grain Dealers' Assn. on 'Change has made formal effort to discover what there is in the New York movement to store trading grain here and several meetings have been held. A committee with Charles Kennedy as chairman is leading the matter and is expected to make a trip to New York to confer with the Produce Exchange so that an understanding may be reached.

Adequate eltr. insurance is difficult to secure on account of the distrust of the safety of the wooden houses. It has been common to lose about one eltr. a year by fire, but none has burned this year, yet the confidence would hardly be great in any event. On the other hand, the insurance agents say they are taking risks on the steel houses and their contents so low that there is no profit in the business.

The death of Alfred Haines on the 17th, at the age of 57, cannot be considered as anything less than a misfortune on 'Change, though he was a lumber dealer and not directly interested in the grain traffic. He had been pres. of what was then the Merchants' Exchange 2 terms and it was during his administration that the society took its present high position in the community and more than trebled its membership.

Reviving option trading on 'Change is talked of on account of the proposition in New York to make Buffalo a delivery point for trading grain. Still, there is doubt whether the move will benefit local dealers very directly, though it will no doubt increase the amount of grain held here and possibly make it necessary to build more eltrs. With a winter storage pool there would be much more room available than there is, but that somehow fails to materialize.

The event of the season is, no doubt, the annual banquet of the Chamber of Commerce, which took place on the 21st. The attendance was not only large, but it included Governor Odell and Senator Thomas F. Grady of New York. A large amount of canal talk on the part of the governor and most of the other speakers met no dissent from the prevailing sentiment that the step to improve the Erie canal was in the right direction. Had the governor seen fit to announce that he intended to appoint Col. Thomas W. Symons, a member of the commission to



direct the work he would have become the idol of the city, but he did not go so far as that.—J.

## NORTH AND SOUTH DAKOTA

Wilmot, S. D.—C. F. Porter will build an eltr.

Eastedge, N. D.—The 20,000-bu. eltr. for C. C. Mortrude has been completed.

Virgil, S. D.—John F. Anderson, of Mitchell, has just completed his eltr.—I.

Wentworth, S. D.—Jones & Metcalf, of Madison, have bot the eltr. of E. A. Rippe.—I.

Lesterville, S. D.—H. J. Fischer represents the McCaull-Webster Eltr. Co. at Lesterville.—I.

Madison, S. D.—The Union Grain & Seed Co. has completed its new eltr. A. Wedgewood is secy. of the company.

Kenmare, N. D.—The mill owned partly by W. R. McGlenn, grain dealer, burned Dec. 15. Loss about \$35,000; insurance, \$25,000.

Valley City, N. D.—The Russell-Miller Milling Co. recently bot the eltr. from the Monarch Eltr. Co. and the Great Western Eltr. Co.

Granville, N. D.—The Imperial Eltr. Co. and McCabe Bros. are building eltrs. at Lansford, on the Granville extension of the G. N. Ry.

Sioux Falls, S. D.—The Soo Eltr. Co., which bot out Peterson Bros., is running houses at Sioux Falls, Shindlar, Renner and Granite.—I.

Wessington Springs, S. D.—The Skewis-Moen Co., of Minneapolis, has bot the eltr. of Senator Lane, which has just been completed. F. W. Stokes will have charge.

Fairview, S. D.—B. L. Wilcoxson, a hotel keeper, has been trying to secure bids from terminal markets, claiming that he is about to ship a large quantity of grain.—I.

Mohall, N. D.—The Minneapolis & Northern Eltr. Co. is building eltrs. at Mohall and Lansford. Its eltr. at Glenburn has been completed and E. P. Engh will buy grain.

Colman, S. D.—The Farmers' Eltr. Co. has elected B. E. Nace as pres. to succeed J. L. Youel. The company has decided to build an eltr. and will take the matter to the courts if a site cannot otherwise be secured.

Hurley, S. D.—The Farmers' Eltr. Co., of this place, is reported to be having trouble with commission merchants and threatens to "take the law" on at least one of them. They seem to think "general conspiracy" exists against producers who try shipping their own grain, either individually or through assns.—I.

Valley City, N. D.—The mill and eltr. of the Russell-Miller Milling Co. burned Dec. 13, with about 40,000 bus. of wheat. The fire started in a grain scouter and spread to a dust collector, where an explosion occurred, scattering the flames. Loss, \$75,000; insurance, \$69,000. The plant will be rebuilt as soon as possible.

Montrose, S. D.—S. B. Heath & Son, who are regular grain dealers at Rowan, Ia., own land near this place and do their own shipping, which has caused considerable trouble, it is said, for local buyers, as the men employed on the farm spread reports of high prices obtained at Minneapolis and elsewhere and create discontent among their neighbors.—I.

Cassellton, N. D.—The Coe Commission Co., bucket shop, of Minneapolis, is be-

ing sued by the Beidler & Robinson Lumber Co., of Fargo, for \$8,000, which the lumber company claims its agt. at Cassellton lost at the bucket shop conducted by the Coe company at Cassellton, and which its agt. knew did not belong to the agt. of the lumber company, but to his employers.

Mitchell, S. D.—Members of the Southern Minnesota and So. Dakota Grain Dealers' Assn., in this district, met at Mitchell Dec. 9. Over 40 were present. The question of making a request for the notification of shippers, by the weighing department at terminal points, when a car was received there in a leaky condition was discussed, and the grain inspection at Minneapolis was energetically handled by those present, who considered that unnecessary discrimination was shown against So. Dakota.

## NORTHWEST

Bozeman, Mont.—The large smokestack on the eltr. of the Farmers' & Merchants' Eltr. Co. was blown down Dec. 2 and work had to be suspended for a day.

## OHIO.

Middlebranch, O.—Williams Bros. intend building an eltr.

Lewisburg, O.—Cotterman Bros. have succeeded D. C. Albert.

Curtice, O.—Gordon & Behring have dissolved partnership.—I.

Milledgeville, O.—Gidding & Parker have succeeded Barnes & Parker.

Bowersville, O.—The Miami Grain Co., of Xenia, has bot the eltr. of G. N. Perill & Son.

Woodington, O.—T. W. Mendenhall has bot the eltr. of R. E. Mendenhall, who has removed to Elgin.

Elgin, O.—R. E. Mendenhall, formerly at Woodington, has succeeded Sheller & Disher, of Decatur, Ind., at Elgin.

Columbus, O.—McCord & Kelley, track buyers and shippers, are sending out a neat little calendar for which the grain dealer can easily find a place in his desk.

Milledgeville, O., Dec. 19.—Very little corn moving; crop a short one. No wheat to move. Growing wheat, early sown, looking fine; late sown, not promising.—R. F. Barnes.

Waterville, O.—The Toledo Grain & Milling Co. has built a 20,000-bu. eltr. on the T., St. L. & W. Ry. C. R. Tasker is mgr. W. P. Anderson, a former grain dealer, is a member of the firm.

Atlantic, O.—Work & Co. are building an addition to their mill, the first floor of which will be used for milling and the rest will be equipped as an eltr. with storage capacity of 25,000 bus.

Hicksville, O.—The Reed-Baer Grain Co. will succeed J. J. Overmyer, Jan. 1. Mr. Baer was formerly bookkeeper for Churchill & Co., Toledo, and Mr. Reed is a leading physician of Leipsic. The company will remodel the eltr. thruout.

Lyndon, O., Dec. 19.—Snow has covered the wheat for the past two weeks. Not as many cattle and hogs to feed as usual on account of the light corn crop; a good deal of corn being shipped in from the west. Not much wheat moving.—D. Gwin Coyner.

Cincinnati, O.—The following members of the Chamber of Commerce have been elected as delegates to the National Board of Trade, which will hold its annual meeting Jan. 19, at Washington: J. F. Ellison, John H. Allen, Jas. T. McHugh,

Morris F. Westheimer and Chas. B. Murray.

Cincinnati, O.—Chas. S. Fisher has been appointed receiver for John W. Fisher & Co., upon the joint application of members of the company. The elder Mr. Fisher wishes to retire from active partnership in the business, and it was thot advisable that the partnership should be dissolved.

## OKLAHOMA

Gage, Okla.—The eltr. for S. A. Massey & Co. has been completed.

Marshall, Okla.—T. J. Kendricks has succeeded the Marshall Mill & Eltr. Co.—I.

Lawton, Okla.—Arthur Adams, of Luther, has purchased land at Lawton and will build an eltr. and mill.

Perry, Okla.—The 75,000-bu. eltr. for the Perry Mill Co. has been completed, increasing the storage capacity to 150,000 bus.

Tonkawa, Okla.—Cassity & Feuqua, the former a farmer and the latter a scooper at Bliss, are doing a scoop business at Tonkawa. Their capital seems to consist of a sheet and 2 scoops.

El Reno, Okla.—The Board of Directors of the Grain Dealers Assn. of Oklahoma and Indian Territory met here Dec. 17 and appointed C. F. Prouty secy.-treas. of the Assn., to succeed his father, Col. C. T. Prouty, who died at his home in Kingfisher, Dec. 12.

Newkirk, Okla.—The Okla. Corn Growers' Assn., incorporated. The object of the assn. is to promote the growth of corn in Okla. and surrounding states, encourage the improvement and breeding of corn and enable the growers to secure improved and pure seed. Incorporators, J. O. Thomas, a member of the territorial board of agriculture; Wm. Howard Phelps and W. C. Bardo, all of Newkirk, and the dean of the Okla. Experiment station at Stillwater, who at present is Prof. John Fields.

## PACIFIC COAST.

Seattle, Wash.—The Palmerston-Harvey Grain Co. will build a 40x122-ft. storage warehouse.

North Yakima, Wash.—Experiments with macaroni wheat in eastern Yakima county have resulted very favorably.

San Francisco, Cal.—We are indebted to Secy. T. C. Friedlander, of the Merchants' Exchange, for a copy of his annual statistical report for the crop year ending June 30.

Spokane, Wash.—Chief Grain Inspector Arrasmith believes that the grain acreage of the state will be largely increased the coming year thru the breaking of virgin soil.

San Francisco, Cal.—The corner stone of the new Merchants' Exchange building was laid Dec. 14 in the presence of the officers and members. The framework of the building has been finished to the 8th story.

Morgan, Utah.—The Pingree-Anderson Co., incorporated; \$25,000 capital; to conduct a general grain business. The officers are: Jas. Pingree, pres.; John Pingree, vice-pres.; Jas. A. Anderson, secy. and treas.

An estimate of the wheat that has been or will be shipped from the Pacific Northwest has been made by the Commercial West at 30,150,000 bus. for the 3 states of Washington (18,440,000), Idaho (3,570,000) and Oregon (8,140,000 bus.). The



crop is 10,000,000 bus. short of last year. diversified farming having reduced the acreage.

Portland, Ore.—The Portland Flouring Mills Co. will build an addition to its plant in Portland, increasing the output from 2,400 to 4,500 barrels per day, and the output of its entire system of mills to 12,000 barrels per day.

San Francisco, Cal.—An invitation for bids for 8,640,000 pounds of oats and 10,870,000 pounds of hay has been received from Washington by Wm. S. Patten, chief quartermaster of the department of California, for shipment to Manila. Bids were open until Dec. 23, and deliveries can be made at San Francisco, Portland, Seattle or Tacoma.

Thorp, Wash.—A new wheat tariff has been put into effect by the N. P. Ry. east of Thorp. For 10 miles, or less, it provides for a rate of 3 cents per hundred pounds; to 30 miles, 4 cents; to 50 miles, 4½ cents; to 60 miles, 5 cents; to 70 miles, 5½ cents; to 80 miles, 6 cents; to 90 miles, 6½ cents; to 110 miles, 7 cents; to 130 miles, 7½ cents; to 150 miles, 8½ cents; to 175 miles, 9 cents; to 200 miles, 10 cents; to 225 miles, 10½ cents; to 250 miles, 11½ cents; to 275 miles, 12 cents; to 300 miles, 13 cents; to 325 miles, 14 cents; to 350 miles, 14½ cents; to 375 miles, 15½ cents.

## PENNSYLVANIA.

Bryansville, Pa.—S. O. McCourtney is building a warehouse for the storage of grain.

## SOUTHEAST.

Atlanta, Ga.—Jos. Gregg & Son, of Chicago, are moving their office to Atlanta.

Wisner & Co. are favoring their many friends in the trade with a handsome calendar.

Rippon, W. Va.—A 6,000-bu. eltr. is being erected by Reed & Long. An 8-h. p. gasoline engine will be installed.

Savannah, Ga.—The senior member of the firm of W. D. Simpson & Co., wholesale grain dealers, is dead.—I.

## SOUTHWEST.

Little Rock, Ark.—T. H. Bunch has let the contract for a 3,500-bu. corn mill to the Nordyke & Marmon Co.

New Orleans, La.—The consolidation of the Board of Trade and the Merchants' & Maritime Exchange will be effected about Feb. 1, increasing the membership of the Board of Trade to about 800. The grain inspection and weighing departments will then be under one head and the mechanism used by the Exchange will probably be continued. After Jan. 1 a grain future department will be a feature of the Board of Trade.

New Orleans, La., Dec. 10.—The movement of the new corn, for export, thru the port of New Orleans, is beginning to be somewhat freer than it has been for some time past. We have had quite liberal receipts of new corn during the last 10 or 12 days, which enables us to judge of the merits of the grain, and it is with pleasure that we note the remarkably good condition of the corn as it is arriving in this city. Fully 65 to 70 per cent of the corn, so far inspected, grades No. 3, or better, and in view of the fact that the crop is generally considered not an exceptionally good one, we believe that the above results are entirely satisfactory, and that there is nothing in the way of a free-movement, from now on, of the new crop

of corn thru the port of New Orleans.—Fred Muller, secy. New Orleans Board of Trade.

## TENNESSEE

Nashville, Tenn.—At the regular monthly meeting of the Southeastern Millers' Assn., held Dec. 15, the question of a readjustment of the rates on export grain and flour was discussed, but no action was taken. It is desired that the rate on grain be raised or that on flour be lowered.

Memphis, Tenn.—Receivers, warehousemen and wholesale grain dealers of Memphis held a meeting Dec. 19 to improve the weighing and grain handling facilities, as suggested by the advisory committee of the Grain Dealers' National Assn. at its recent visit. A large number attended. The recommendations of the northern grain dealers were approved by a unanimous vote. The Merchants' Exchange appointed a committee consisting of H. H. Maury, Arthur R. Sawers, Thomas B. Andrews, Chas. B. Jones and W. P. Brown to arrange for terminal improvements and to confer with the officials of the transportation companies. Pres. Allison will call a second meeting of the Merchants' Exchange members interested in the grain trade to consider any new rules that may be adopted.

## TEXAS.

Coleman, Tex.—H. M. Beakley & Son have succeeded H. M. Beakley.—I.

Markham, Tex.—The Markham Rice Milling Co., incorporated; \$50,000 capital. Incorporators: Bernard Jones, T. J. Pool and E. H. Kock. The company will build a rice mill and eltr.—J. S.

Austin, Tex.—In the classification proposed by the Railroad Commission there are 143 changes from the old classification. The new classification will hardly be published before Feb. 1.—J. S.

Dallas, Tex.—The arbitration committee of the Texas Grain Dealers' Assn. held a meeting Dec. 11 and 10 cases were disposed of, aggregating \$2,500. Unfinished business will be taken up Dec. 29.

Lorena, Tex.—The grain warehouse of Seley & Early, of Waco, and the cotton seed warehouse of Cooper Williams burned Dec. 12. Loss of Seley & Early, \$8,000; covered by insurance. Loss of Cooper Williams, \$10,000.

Dallas, Tex., Dec. 19.—Crops continue to show that Texas will have a good grain crop the coming season. The high price of cotton is causing the acreage in that staple to be increased, but not to the detriment of the area of grain to any appreciable extent. Fall sowing is, in many sections of the state, badly in need of rain, but local showers, which have been prevalent over the state, have relieved this and no damage has been done as yet, and the wet season cannot be far off at this time of the year.—J. S.

## WISCONSIN.

Milwaukee, Wis.—S. H. Woodbury & Co., of Chicago, intend opening an office in Milwaukee.

Waupun, Wis.—The eltr. of L. P. Kohle was entered Dec. 9, the safe cracked and \$50 stolen by the thieves.

Zanoni, Wis.—H. D. White intends putting in a feed and flour mill in the spring and will then purchase machinery.

Milwaukee, Wis.—The Chamber of Commerce has adopted the recommendation to close Dec. 26 and Jan. 2, and

the rooms will be closed from Dec. 24 to the 28th and from Dec. 29 to Jan. 4.

Zanoni, Wis., Dec. 19.—Grain was a light crop here this year; too much rain for all crops. About an average amount of winter grain sown for next year's crop, and it looks fairly well at present.—H. D. White.

Milwaukee, Wis.—Action has been deferred for 2 weeks by the directors of the Chamber of Commerce on the question of permitting private wire houses to build booths for the accommodation of their operators.

Milwaukee, Wis.—C. A. Krause & Co. recently sold 5,000 bus. of oats from sample for shipment to the Norwegian government. The oats weighed 45 pounds to the measured bu. and were clean and extra bright in color.

Sheboygan, Wis.—The question of the erection of a grain eltr. is being agitated in Sheboygan. The harbor is considered as good as any on Lake Michigan, and its railroads tapping a rich belt of farm land, it is considered that an eltr. could be operated profitably.

Manitowoc, Wis.—The farmers of the country are excited over the grades given by the local buyers, and held a meeting recently at Clover, a small town south of Manitowoc, which was addressed by a labor agitator from Milwaukee, and at which the farmers organized a grange. An effort is being made to establish a co-operative buying center at Newton, on the Northwestern, where all products will be marketed.

West Superior, Wis.—The Eastern Railway Co., operating the Great Northern steel eltrs., has won its long fight with the underwriters for a lower rate on grain in its houses. When the rate of 50 cents was refused the road went into the insurance business by giving an indemnity bond with storage certificates at the charge of 50 cents. Having compelled the underwriters to recognize the fireproof character of steel construction, the road will let them insure the grain. The rate the underwriters sought to charge was \$1.25.

Milwaukee, Wis.—The grain shipments from the port of Milwaukee during the season of 1903 were: 6,239,658 bus. of oats, 4,549,756 bus. of barley, 1,087,306 bus. of corn, 568,585 bus. of wheat and 483,050 bus. of rye; compared with 2,935,132 bus. of oats, 3,096,774 bus. of barley, 792,959 bus. of corn, 705,229 bus. of wheat and 783,132 bus. of rye for the season of 1902, showing the decrease in the shipment of wheat and rye to have been about 300,000 bus. each, and an increase in that of oats of over 3,000,000 bus. and 1,500,000 bus. in barley.

Fairchild, Wis.—The N. C. Foster Lumber Co. contemplates the erection of a 30,000-bu. eltr. It will have a basement 10 ft. deep in clear, under the whole building, which will be about 40x50 ft. in size. All bins above the first floor will have 2 main eltrs., each to have receiving and weighing hoppers supplied with wagon dump. The machinery will be run by electricity. A feed mill, machinery for making buckwheat flour and for handling and cleaning grain will be installed in the eltr. It will be so arranged that a potato warehouse can be attached if desired, which can be warmed in cold weather and cooled in summer.

West Superior, Wis.—Homer T. Fowler, a member of the Superior Board of Trade, made complaint in the municipal court Dec. 16 against 29 grain inspectors and weighmen, who have been working in

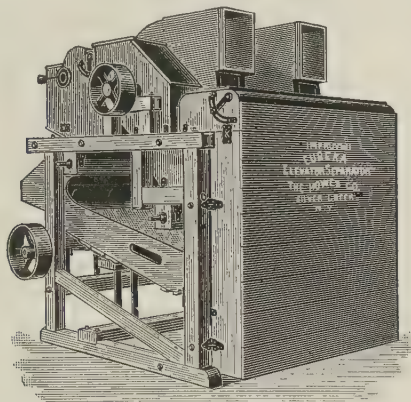




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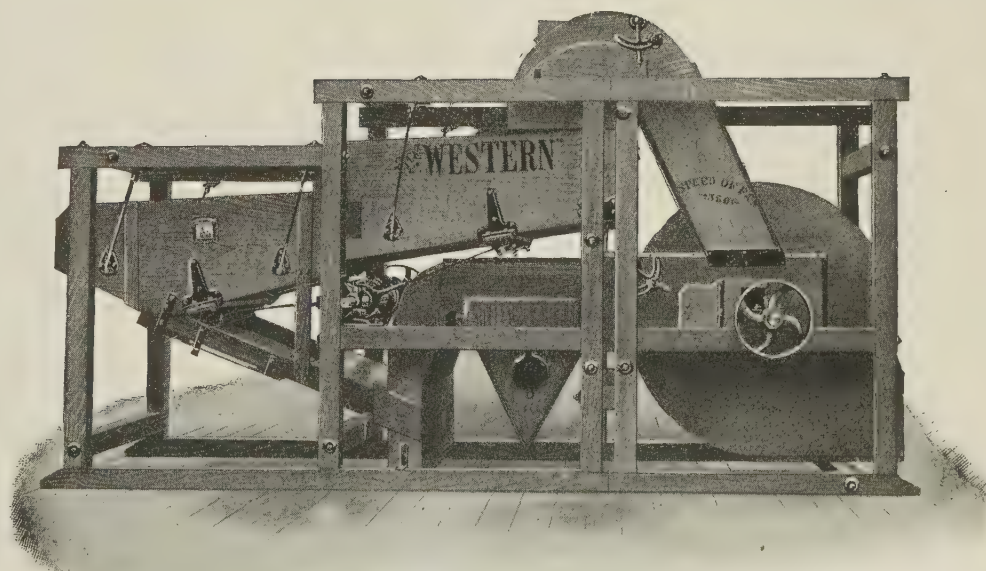
**Richmond City Mill Works**  
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# "Western" Shaker Cleaner

Cleans corn, wheat or oats perfectly without changing screens. Using one on your grain will insure enough better grades to pay for it.

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is designed especially for grain warehousemen. It has large capacity and is well built. Its improved adjusting lever makes it possible to adjust the cylinder to any kind or condition of corn while running. Made in eight sizes. Write for catalog and discounts.



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Wisconsin altho authorized only by the state of Minnesota. Mr. Fowler claims their assumption of authority to inspect grain in Wisconsin is a violation of sec. 14, chap. 132 of the laws enacted in 1895. One-third of the fine that may be imposed is to go to the informer. The Minnesota Railroad and Warehouse Commissioners find their authority for inspecting grain in Wisconsin under a resolution passed by the Superior Board of Trade Oct. 14, 1896, inviting the Minnesota department to resume the inspection and weighing which had been abandoned by the Superior Board of Trade. The hearing of the charges was set for Jan. 7 and the Minnesota men are being defended in court by W. M. Steele and John A. Murphy, attorneys for the Great Northern Railroad. District Atty. Crownhart, who acted for the Peavey interests in the grain inspection fight, has invited any attorney to assist him in the prosecution.

West Superior, Wis.—H. T. Fowler is charged by the Minnesota Grain Inspection Department with having doctored samples of flaxseed at the Superior Board of Trade. It is alleged he placed refuse in 5 samples with a view to having his broker purchase the cars represented by the samples at less than their value. F. W. Eva, of the Minnesota Department, says: "We set a couple of special men on watch in the yards at Superior and caught this same man in the act of opening grain sample bags which had been attached to the cars by our inspectors. This man debased the samples by putting in small quantities of very poor flax. We have evidence to show that he then bought up these cars of flax on the basis of the samples and sold the really good flax in the cars at a handsome profit. There are a number of reputable men in Superior who will press the charges. We will furnish the evidence." Mr. Fowler has brot suit against a Duluth newspaper for heavy damages for publishing the charges; and the authorities will take no action against Mr. Fowler unless some complainant can be induced to prosecute. If he is innocent, as his fellow members of the Board of Trade believe, then the Minnesota Department has made a serious mistake in giving utterance to charges without first having evidence.

West Superior, Wis.—H. C. Stivers, secy. of the Superior Board of Trade, denounces the Minnesota weighing department in unmeasured terms. He claims that the records show 192,000 bus. more grain weighed out of the Great Northern Eltr. A in Superior for the 3 months prior to Dec. 3 than was weighed in, tho the eltr. was practically empty to begin with. Mr. Stivers also gives figures on the different grades received and shipped, which seem to show that the Minnesota inspectors gave a better grade when the grain was shipped than when it was received into the eltr. Mr. Stivers further says: I cannot discover any honest reason why cars of grain cleaned in the cleaning eltrs. and weighed out by state weighers, and switched on the railroad tracks to the storage eltrs., and there weighed in by state weighers and delivered to the eltr. companies, should quite uniformly show a shortage of from 4 to 20 bus. per car, as between the weighing out and weighing in, each weighing being done by a state weigher. In some instances the cars are switched only three-fourths of a mile, and the shrinkage experienced is something wonderful. The result naturally follows that after the storage eltrs. ship out as much grain as they have received according to the records, there is still a large quantity on hand.

#### MILWAUKEE LETTER.

F. Wendt & Co. have begun to take in grain at their new eltr.

Fremont, Wis.—Geo. H. Dobbins, who was reported to have engaged in the grain business, is buying for the account of the L. Starks Co., Chicago.

The Milwaukee Eltr. Co. is buying this season at Random Lake, where it has the warehouse formerly used by L. E. Finnegan, now at Adell.

Cedarburg, Wis.—Since the Milwaukee Eltr. Co. acquired the old Liesenberg eltr., W. P. Jochem has been the only independent dealer at this station.

Chippewa Falls, Wis.—In addition to the stations which he formerly operated, R. B. Clark is buying this season at Bate-man, Anson and Howard, the two former being new points on the Omaha road.

The directors of the Chamber of Commerce have refused to recommend the indorsement of the Dryden insurance bill, as requested in a circular letter sent out from interested parties in New York.

The quips and chaffing of "Charlie" Morris, buyer for the Milwaukee Eltr. Co., have been greatly missed during the past 3 weeks, as they helped to enliven the monotony of the trade. He is quite ill at his home.

Wm. F. C. Krull and other young traders on 'Change are getting up the programme for a burlesque horse show, to be given by the bulls and bears of the Chamber on the last day of the year. The musical numbers will be furnished by Clauders' band.

W. P. Bishop, who is erecting an imposing structure on Prospect Hill, which he affirms will be used as a residence, has received much good-natured "joshing" of late from the boys on 'Change, as the appearance of this mansion does not coincide with his repeated complaint of "hard times" for the grain commission man.

Princeton, Wis.—Through the untiring efforts of Elmer D. Morse, the regular grain dealer at this place, the Princeton State Bank has again opened its doors, having been reorganized on a sound financial basis with Mr. Morse as pres. The recent failure, due to the cashier's defalcation, was a severe blow to business interests here.

At a regular meeting of the board of directors, Wallace M. Bell, chairman of the special committee on inter-state commerce legislation, submitted a report of the conference held with Senator Quarles and Congressmen Stafford, Otjen and Davidson, and stated that he had received a letter from Senator Spooner in which the senator assured him that he was "thoroughly in sympathy with the proposed legislation," and would continue in the future, as he had in the past, to do all in his power to secure it.

The feature of this market recently has been the active demand for both new and old corn of the better grades, which have been selling here at a premium over prices obtainable in competing markets. It has led, however, to large receipts of inferior qualities, most of which arrives in a wet or damp condition, and the natural result is a decline; still, sound, dry samples, particularly of yellow, sell relatively well. Choice wheat, barley and oats continue in active request, with less demand for the medium and low grades. Rye is inclined to drag. Flaxseed finds ready takers, and clover can also be placed to good advantage. Timothy seed is easy. —T.

#### Gasoline.

By J. W. Daniels.

What is gasoline? What dangers attend its use? Can they be minimized so they will not exceed those arising from the use of a steam boiler and engine?

Gasoline is the first product from a still charged with crude petroleum when heat is applied. It comes over in the form of vapor or gas, and is then condensed into liquid.

HEAVIER THAN AIR.—If you apply a lighted match to the mouth of a can partly filled with gasoline, the result will be a small bluish-yellow flame that can be readily extinguished by slipping a piece of cardboard quickly across the mouth of the can, the idea that an explosion would result being erroneous. The gas is so heavy that it excludes the air from the can, and without air it will neither burn nor explode. It is so hard for the average person to believe that any gas is heavier than air, that we suggest a few tests to prove that, so far as gasoline gas is concerned, it is quite true. The knowledge thus gained will greatly help you to use gasoline intelligently and make it easy to avoid all dangers.

For instance, put a small quantity of gasoline in a large can and immediately pour out all the liquid, leaving the can full of gas; apply a lighted match to the mouth of the can; the gas will take fire, burn a short time, and go out. Turn the can upside down, and you will be able to light it again; hold in this position, and it will burn longer than it did before. In the first instance, the gas will settle into the bottom of the can where there is no oxygen; and, in the latter, the weight of the gas will cause it to flow downward and out of the can until it is completely exhausted.

ANOTHER EXPERIMENT is to place a one pound candy box on the end of a yard stick balanced across a fulcrum in such a way that the box will remain in the air. Put a gill of gasoline in a five gallon can and pour out all the liquid. Invert the can full of gas over the box, bringing the outlet of the can just below the top of the box, and in a short time the descending gas will fill the box, pressing it down and causing the other end of the stick to rise.

Another way to prove it is to put a small quantity of gasoline in a five gallon can; pour out all the liquid as before; set can aside for twenty-four hours; at the end of which time turn can upside down and light the gas. If, on the other hand, you turn can bottom upwards and allow it to remain so for one hour, you will be unable to light it for the reason that the gas will all have escaped.

If you make the tests suggested above, with the results outlined, you should be satisfied that, if the cork happens to be left out of a gasoline can, the gas will not come out and prow around hunting for fire.

DANGERS IMAGINARY.—If you have verified these statements, you must be willing to admit that the dangers attending the use of gasoline are largely imaginary, very much exaggerated, and easily avoided. Having become satisfied that gasoline gas is heavier than air, you can readily understand why it must *not* be stored in low places from which gas resulting from leaks or careless handling cannot readily escape.

AS A POWER PRODUCER.—In view of the well-known merit of gasoline as a power producer, there is no doubt

(Continued on page 754)



# Moisture

should be removed from your grain before it leaves your elevator. Then you can rest easy as to its condition when it arrives at destination. It is now possible for every country elevator man to dry grain, for the

## PERFECTION GRAIN DRIER

is within reach of all and it is practical, too. A postal card request will bring full information.

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ROSS & ROSS, Chalmers, Ind.

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To the exclusion of all other devices, by

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Bartlett, Frazier & Company	"
Chicago Ry. Terminal Elevator Co.	"
Chicago Dock Company	"
The Richardson Company	"
Chicago Grain Salvage Company	"
Consolidated Elevator Company	Duluth
Northern Grain Company	Manitowoc
Cleveland Grain Company	Cleveland
Udike Grain Company	Omaha
Illinois Central R. R. Company	New Orleans
Texas & Pacific Ry. Company	"
Kansas Grain Co.	Hutchinson, Kans.
Omaha Elevator Co.	Omaha, Neb.
Midland Elevator Co.	Kansas City
Duff Grain Co.	Nebraska City, Neb.

AND MANY OTHERS.

Indicates the unanimous conviction among grain men that the **HESS DRIER** is a necessary and profitable adjunct to the grain business.

The investments by the above mentioned concerns alone, in **HESS DRIERS** aggregate \$225,000.00.

New book describing the drier free.

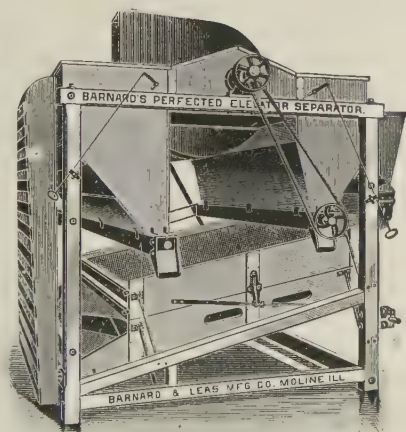
## Hess Warming & Ventilating Company

707 Tacoma Building ————— Chicago

# Could Not Be Improved

This is the verdict of one user.

BARNARD'S PERFECTED SEPARATORS contain all the latest and most up-to-date features.



OWOSSO, MICH., Oct. 24, 1903.

BARNARD & LEAS MFG. CO.

Gentlemen:—We have used your machines almost continuously since they were installed this last Spring, and are pleased to say that they have given entire satisfaction. We do not see where we could improve on them in the least for our use. Therefore, we heartily recommend them to any parties who are desirous of machinery of this kind.

Very truly yours,

VIGOR O HEALTH FOOD CO., LTD.

The sieve and air separations made by these machines are especially worthy of your consideration. They save the screenings for feed and thus add a source of income.

## BARNARD & LEAS MFG. CO.

BUILDERS OF ELEVATORS AND ELEVATOR MACHINERY. **MOLINE, ILL.**



## Gasoline.

(Continued from page 752)

that it would be more largely used if people could be convinced that there really is no more danger from gasoline in careful hands than arises from the use of steam apparatus, and it is to that state of mind we desire to bring our readers.

Where intermittent power is desired, the gasoline engine is indispensable. The consumption of fuel begins when the engine is started, and ceases when it is stopped. The highest efficiency is reached within one minute after turning on the gasoline. So that where power is required at frequent short intervals, there need be no argument made in favor of a gasoline engine.

Where constant service is required, up to a certain point, even at the prevailing high price of gasoline, it is the cheapest power known, and where higher power is required it figures lower in many cases. The wages of a perfectly competent man (and that simply means a careful man) to run a gasoline engine are much less than the wages of a steam engineer sufficiently skillful to secure a license. It is not so important to have a skillful man as it is to have a careful one, and it frequently happens that such a man is in your employ engaged in work from which he can spare the little time necessary to look after a gasoline engine. A man assuming the responsibility of caring for a steam boiler and engine should, in fairness to himself, have his eye on both almost constantly.

**LOW TEST GASOLINE MORE ECONOMICAL.**—In selecting an engine, it does not follow that the lowest priced one is the cheapest. Select one so well constructed that it is practically automatic, and the reduced cost of care and maintenance will quickly reimburse you for what may have seemed an excessive outlay for first cost. We do not mean that the higher the price paid for an engine the more satisfactory it will be. There are extremes both ways. This advice applies more forcibly to gasoline than to engines. We are inclined to think that many manufacturers of engines have only their own interests in mind when they recommend 76° gravity naphtha or gasoline (these terms, by the way, are synonymous), because it is only better for the user in starting and possibly during the first ten minutes the engine is in operation.

In order that this may be clear to you, consider carefully the following facts:

Pound for pound, there are exactly the same number of heat units and the same number of cubic inches of gas in all grades of gasoline or naphtha free from grease. Therefore, if a gallon of 76° weighs 5.65 pounds, and a gallon of 65° weighs 5.08 pounds, it follows that there are more heat units and more cubic inches of gas in a gallon of 65° than in a gallon of 76°. Why do you use 76° instead of 65°, particularly when 76° costs from four to five cents a gallon more than 65°? Do not conclude from this that we recommend 65° for engine use. The question suggested itself so logically that we thought best to ask it, and furnish the answer by stating a few facts relative to the action of the different gravities and then allow you to make your own selection. Much depends upon your geographical location, as climatic conditions enter so largely into the results obtained from gasoline that specific instructions applicable to one point would not fit the conditions in another.

All gravities are based on 60° Fahr. When gasoline is heated or cooled to temperatures above or below 60°, the gravity is affected to the extent of about 1° for each 7° of temperature. For illustration, 70° gravity at 60° temperature would be about 76° at 100° temperature, or it would be about 65° at 20° temperature. It goes without saying that 76° will vaporize more quickly at a given temperature than 70°. This is an advantage when starting an engine, but the advantage ceases as soon as the engine has run long enough to raise the temperature 40° or 50°.

It is because 76° is better for starting an engine that the manufacturers recommend it; and because its superiority is so short-lived, we take them to task for doing so. It does not seem good business to add 10% or 15% to the cost of running an engine for the sake of a very slight advantage at the start.

In nine cases out of ten stove gasoline anywhere from 67° to 72° is the proper thing to use. The lower the gravity your engine will vaporize, the more power you will secure from a gallon of fuel.

**TOO MUCH GASOLINE.**—In our issue of October 25th we made a few suggestions on "Starting the Gasoline Engine." We might have said, at that time, that 75% of the few times when an engine refuses to start it is because too much gasoline (or rather too much gas) is in the cylinder. The proportion of oxygen and gasoline gas must be just right to secure the greatest force when the explosion takes place. An excess of gas is quite as sure to reduce the energy of an explosion as a deficiency. If you have the inclination you may readily prove this proposition.

With a medicine dropper, put twenty-two drops of gasoline in a one gallon can with a cone shaped top and a one inch opening. Hold the can under your arm and apply fire. An explosion will result. The effect will be not to burst the can but simply to cause a blue flame to rush out of the mouth of the can two or three feet, with energy enough to start a fifty horse power engine. Put thirty-three drops, or only eleven drops in the same can, and you will reduce the force of the explosion fully one-half. Put in forty-four drops and there will be no explosion, but simply a small yellow flame. The gas will be too rich; or, in other words, it will not contain sufficient oxygen to burn quickly enough to amount to an explosion.

The writer has many times put a quart of gasoline in a one gallon can and set the same over an open flame on an oil or gasoline stove and boiled it. (70° gasoline will boil at about 140° Fahr.) While this is not recommended as a pastime, it shows the possibilities, and has often demonstrated to an audience the fact (well known to the trade) that gasoline is not as dangerous as it is universally supposed to be.

With this knowledge, if the usual methods have failed to effect a start, and you are sure the sparking device is in good order, and your engine is such an one as can be primed, possibly you would not be afraid to heat a small quantity, thus raising the gravity to a point where it will more readily vaporize, and use it to start with. Before resorting to this expedient, however, in view of the fact that too much gas reduces the force, we suggest opening the vent and turning the fly wheel over three or four times, in order to empty the cylinder, and then try a fresh charge.

**ENGINE REFUSED TO START.**—The writer happened to be in Maine one winter and was asked to look at a large gasoline engine (I think it was seventy-five horse power) which persistently refused to start. The temperature was 15° below zero in the engine room, which resulted in reducing the gravity of the gasoline to a point so low that it would not vaporize. At 60° above, it was 76°. It fortunately happened that there was a cold generator gas machine in town operated with 90° gasoline, a small quantity of which was secured, and the engine started at once. After running on the light material about fifteen minutes, the heavier grade was turned on, and the engine continued to run all day. As a result the owners of the engine rigged up an auxiliary tank to hold about ten gallons of 90° gasoline, which they always used in starting. As soon as the engine attained a temperature above 60° they shifted to the heavier and less expensive grade.

This experience may be of value to some of our readers in the extreme north, and it is not impossible that in the middle zone a starting tank for 76° would permit the use of stove gasoline after the first ten minutes, in cases where the higher grade material is now used all day.

## Meeting Illinois Valley Association.

The annual meeting of the Illinois Valley Grain Dealers Association was held in the Great Northern Hotel, Chicago, on the afternoon of Dec. 21st.

In the absence of Pres. Rood, Vice-Pres. J. H. Carlin called the meeting to order. Secy. Dunaway read the minutes of the last meeting, which were adopted.

C. L. Douglass, Marseilles: I move that the Secy. be allowed \$50 for his services during the past year. The motion was seconded and carried.

The Pres.: Mr. Stibbens, of the Grain Dealers Nat'l Asso. is here and will address the meeting.

Weighmaster H. A. Foss was present and asked to address the meeting, but he asked to be excused as he did not have anything to say that was apropos.

After some discussion of local matters the following officers were elected for the ensuing year:

Pres., Wm. Kreider, Tonica; Vice-Pres., J. H. Carlin, Utica; Secy.-Treas., Geo. C. Dunaway, Ottawa; Board of Directors: Wm. Holly, Peru; F. L. Ream, Lostant; F. N. Rood, Larose; G. A. White, Chicago; H. M. Taggart, Wenona; O. T. Wilson, Morris; W. A. Fraser, Chicago; Jas. Bruce, Marseilles; Geo. C. Dunaway, Ottawa.

As Mr. Kreider absolutely refused to serve as president, Mr. A. E. Wood, Chicago, moved that he hold the office until the next meeting, when he could present his resignation if he so desired.

The motion was seconded and carried, and the meeting adjourned sine die.

The following persons were in attendance at the meeting: E. J. Foord, Oscar White, A. E. Wood, F. D. Stevers, M. Vehon, J. W. Radford, G. A. Stibbens, H. A. Foss, Wm. Hirschy, Mr. Richardson, F. M. Bunch, I. P. Rumsey, Jr., of Chicago; C. L. Douglass, Marseilles; Wm. Kreider, Tonica; J. H. Carlin, Utica; Joe. Farrell, Peru; G. A. Sauer, Rutland; H. N. Knight, Monticello; Jas. Bruce, Marseilles.



## Seeds

Missouri's yield of clover seed this year is placed by the state report at 2 $\frac{3}{4}$  bus. per acre.

The Haven Seed Co., of South Haven, Mich., has been dissolved and will re-incorporate at Arroyo Grande, Cal.

Seed exports from Baltimore for the week ending Dec. 18 were: Clover seed, 277 bus. and timothy seed 2,375 bus.

Clover was an extremely light crop in seed, not seeming to fill, as there was too much rain in the vicinity of Zanoni, Wis., reports H. D. White.

Hulshizer & Miller, of Hamburg, Ia., will build a seed house in connection with their mill. The building will be 35 x 45 ft. and 2 stories high.

The ease with which the \$7 figure for clover seed was passed would suggest that a further advance is likely, especially as receipts continue light and under last year's.—Crumbaugh & Kuehn.

During the first 7 months of the present year 1,410 pounds of seeds were imported into the Philippine Islands; compared with 3,036 pounds during the same months of 1902, as reported by the War Department.

Seed exports during the 10 months prior to Nov. 1 were: 10,474,828 pounds of clover seed, 1,007,013 bus. of flax seed, 12,887,579 pounds of timothy seed and other grass seed valued at \$186,488; compared with 6,103,147 pounds of clover seed, 2,099,106 bus. of flax seed, 7,027,362 pounds of timothy seed and other grass seed valued at \$332,724 during the corresponding months of last year, as reported by O. P. Austin, chief of the bureau of statistics.

The Albert Dickinson Co., of Chicago, will build an iron-clad seed eltr. at Minneapolis. The house will be 56 x 155 x 138 ft., and will cost about \$40,000. Warehouses will be built on either side of the eltr.; one for which the permit has already been secured will be 3 stories high, 80 x 160 ft., and will cost \$21,000. A power plant, 36 x 94 x 45 ft., will also be built, to cost \$19,000. These buildings will be erected on the large tract of land which the company has bot and on which it will build an industrial railroad track. Acreage has already been sold to 2 other companies for plants and trackage to the Omaha road.

A large seed exporter writes C. A. King & Co.: Exports from New York I rather think are largely alsike. Canada has had almost a monopoly on the export of this article this season, their quality being so much superior to that in the states. Besides, your market ran the price up early, which naturally had the effect of stimulating the prices elsewhere in the states, with the result that we were entirely out of line with European market on the article. Crop of red clover in Canada to the best of my information does not amount to very much. In a few sections they have some nice seed, which has undoubtedly been sold across the water.

Seed receipts at Chicago during the week ending Dec. 19 were: Timothy seed, 547,165 pounds; clover seed, 123,310 pounds; other grass seed, 568,761 pounds, and flaxseed, 31,368 bus.; compared with 720,080 pounds of timothy seed, 156,580 pounds of clover seed, 247,850 pounds of

other grass seed, and 63,000 bus. of flaxseed for the corresponding week of last year. Shipments for the week ending Dec. 19 were 143,205 pounds of timothy seed, 12,465 pounds of clover seed, 673,885 pounds of other grass seed and 6,950 bus. of flaxseed; compared with 569,660 pounds of timothy seed, 97,960 pounds of clover seed, 156,700 pounds of other grass seed and 14,761 bus. of flaxseed for the corresponding week of last year.

A Baltimore seed dealer writes C. A. King & Co.: We find the trade in general in our neighborhood have not anticipated their wants anything like as heavy as a year ago, also sections tributary to our market, where considerable seed was raised last year, are compelled to buy for home consumption this year. In two towns where we purchased last year from 6 to 8 cars seed, they write us that they will have to buy seed for home wants.

Clover seed receipts at Toledo during the week ending Dec. 19 were 1,980 bags; compared with 2,000 bags for the corresponding week of 1902. Receipts for the season have been 80,670 bags; compared with 63,275 bags for last season. Shipments for the week ending Dec. 19 were 900 bags; compared with 505 bags for the corresponding week of last year. Shipments for the season have been 13,500 bags; compared with 11,900 bags for last season.

## Books Received

NATIONAL HAY ASSN.—Report of the 10th annual convention has just been issued as a paper bound book of above 176 pages, containing, besides the sessions held at Chicago June 16, 17, and 18, the constitution of the Assn., its grades of hay and straw, and a directory of members. Illustrated with 25 portraits of gentlemen who figured prominently in the proceedings.

MACARONI WHEAT IN FOREIGN MARKETS.—The daily consular reports of Dec. 1 and 8 contain additional statements by American consuls regarding possible markets for macaroni wheat in Europe, those from the Italian and French consuls indicating that those countries are the best markets for the new wheat.—Department of Commerce and Labor, Washington, D. C.

SOIL INVESTIGATION.—The present status of soil investigation is the subject of Circular No. 72 of the University of Illinois Agricultural Experiment Station. Professor Cyril G. Hopkins, in his recent address before the Assn. of American Agricultural Colleges at Washington, demonstrated the inaccuracy of Bulletin No. 22 of the U. S. Dept. of Agriculture, which erroneously, it is claimed, stated that "practically all soils contain sufficient plant food for good crop yields, and that this supply will be indefinitely maintained." Circular No. 72 is a reprint of Mr. Hopkins' address. Illustrated; 22 pages.

MANUAL OF CORN JUDGING.—By A. D. Shamel, now with plant breeding bureau, department of agriculture, at Washington. Illustrated, 5 x 7 inches. Orange Judd Company. Price 50c. This is the second edition of the Manual, first published by Mr. Shamel, when in charge of the corn judging and field work at the University of Illinois. It has been thoroughly revised and brought up to date. The advanced methods of corn judging have been noted and all the available information on corn judging incor-

porated. The book is profusely illustrated with photographs of ears of the leading varieties of corn, desirable ears contrasted to undesirable, desirable and undesirable kernels, so that with this book and a little experience the farmer or student can pick out the best ears for seed or showing.

Broom corn exports during the 10 months prior to Nov. 1 amounted to 186,216 pounds; compared with 146,675 pounds during the corresponding months of last year.

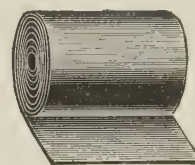
## THE CORN SHELLER

which is not easily broken by foreign substances admitted with corn is the cheapest in the long run. The average life of a **Champion Sheller** is 25 years.

MADE BY  
**R. H. McGRATH, Lafayette, Ind.**



## BELTING



FOR  
CONVEYORS  
AND  
ELEVATORS  
ALSO  
Fire Hose,  
Packing, etc.

We furnished the belting for the Pioneer Steel Elevator. Let us figure with you.  
**GUTTA PERCHA & RUBBER MFG. Co.,**  
96-98 LAKE ST., CHICAGO.  
**BROWN & MILLER, Managers.**

## DO YOU NEED HOCKING COAL?

Send for Quotations to the

**VAN AUKEN-SMITH  
COAL Co.**

**MILWAUKEE, WIS.**

**WE CAN SELL  
HIGH - GRADE COAL  
AT LOW PRICES**

**FOR we are**

**Not in the Trust**



## The New Elevator at Philadelphia.

The new 500,000-bu. elevator which has recently been completed at Philadelphia, Pa., by the Pennsylvania Railroad Co., is of special interest on account of its design as an all-around transfer, cleaning and storage house.

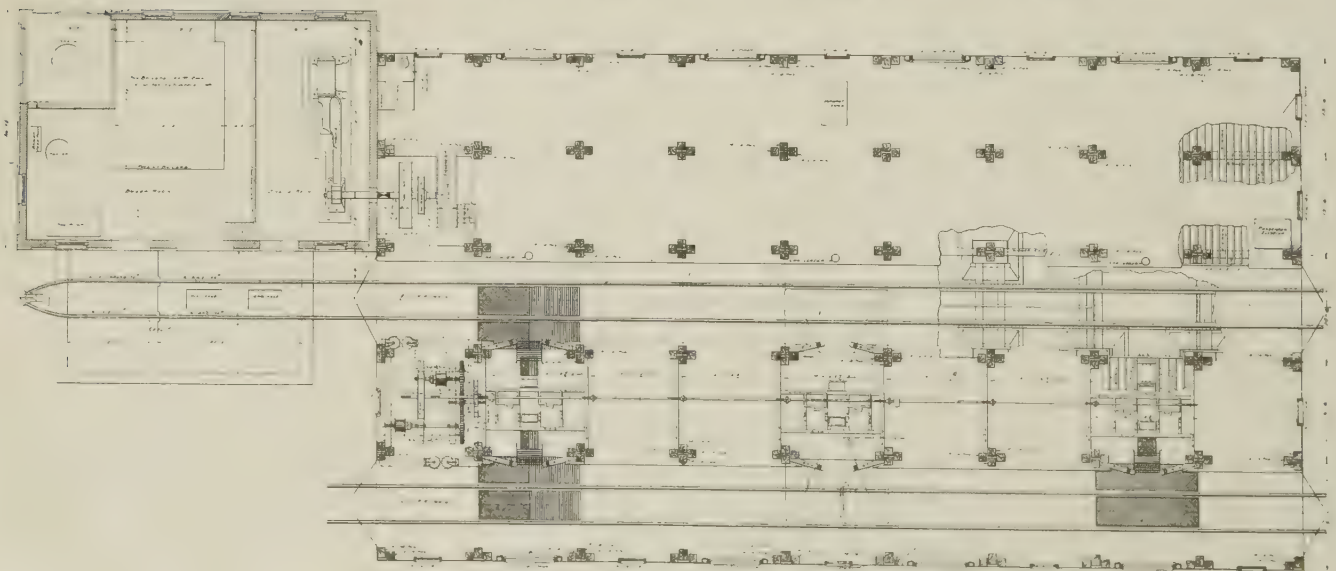
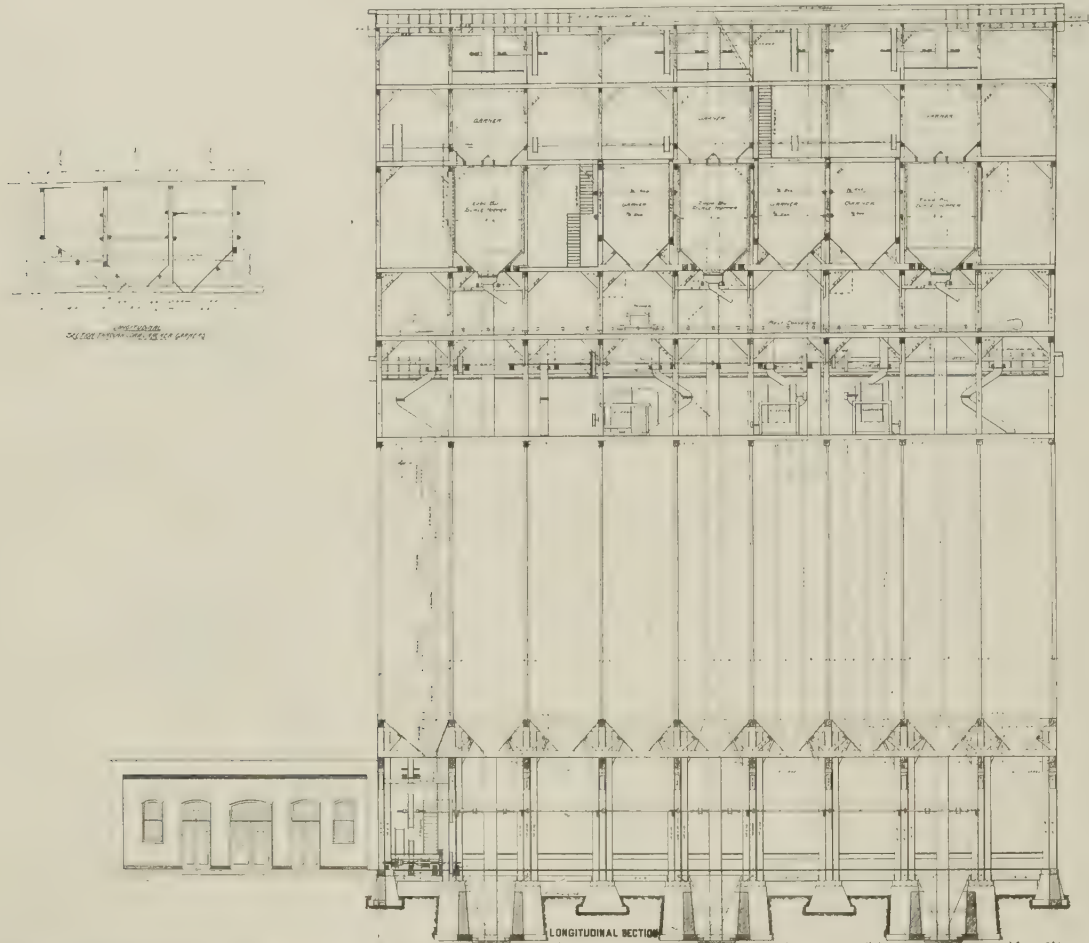
The main building is 70x126 ft. and 170 ft. high. The power house is 33 ft. 7½

in. by 50 ft. 7 in. The pressed brick office building is 20x46 ft. and 1 story high. The drawings reproduced in the engravings herewith show the first floor plan, cross section and longitudinal section.

Two tracks run into the eltr., which is equipped with 2 car pullers, double automatic power shovels, 3 loading spouts with the improvements of H. Sandmeyer & Co., 5,000-pound dormant scales, and a 6-bu. automatic bagging scale made by the Union Scale & Mfg. Co.

The 3 stands of elevators each have an elevating capacity of 12,000 bus. per hour discharge into garner of 2,500 bus., directly beneath which are the hopper scales of 2,000 bus. capacity, distributing to the storage bins thru 18-in. double-jointed trolley spouts, or to a 36-in. reversible belt conveyor, from which a 4-pulley reversible tripper diverts grain into any bin in the house.

Special machinery is provided for handling off-grade grain, also one oat clip-

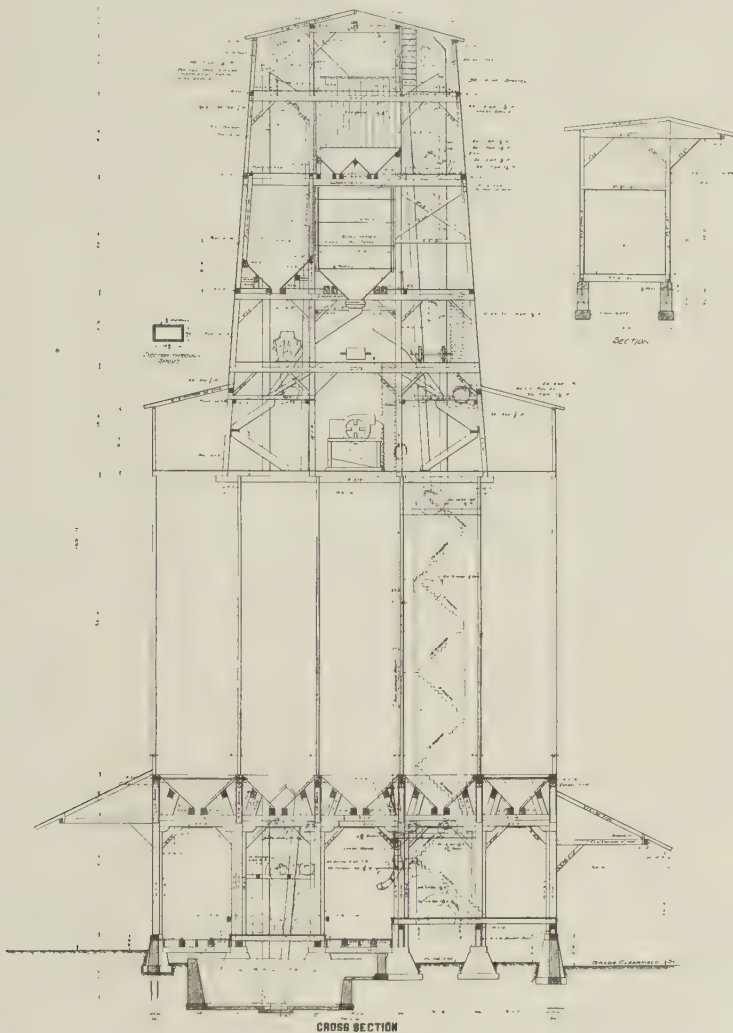


Keystone Elevator, Philadelphia.



per, 2 large special receiving separators with a capacity of 5,000 bus. each per hour, made by the Invincible Grain Cleaner Co. Pony elevators carry the grain from the cleaners on the lower floor of the cupola to the scales to be discharged directly into storage bins if desired.

The house was designed and plans were made by Geo. M. Moulton & Co., and the construction was supervised by the Pennsylvania Co.'s engineers, Lewis H. Barker, R. F. Hansen and Edward Feaster. The plant is being operated under lease by the Keystone Elevator & Warehouse Co.



Keystone Elevator, Philadelphia.

Rope drives are used thruout to transmit power from the 400-h. p. corliss engine, made by the Allis-Chalmers Co. Steam is generated in 2 water tube boilers of 300 h. p. each. The engine room and the 180-ft. smokestack are built of brick. The main drive shaft is 9 in. in diameter, and the line shaft on the fourth floor is 7 in. in diameter. All bearings are of the ring oiling type and dust proof. Friction clutches make each machine independent of others. The elevating, conveying and power transmitting machinery was furnished by the Weller Mfg. Co.

Fire protection consists of automatic sprinklers, pump of 750 gallons per minute capacity, four 50-ft. lengths of 2-in. cotton hose, with nozzles, on each floor, constantly attached to standpipe in which 100 pounds pressure is maintained.

Dust pipes and floor sweeps keep the building clean and feed into the furnace. The dust from the cleaners also goes into the furnace. The office contains the beam of the wagon scale for local deliveries. All scales have the type-registering beam. The upper floors are reached by a passenger lift of 1 ton capacity.

## A Christmas Custom.

In the olden time it was the custom, and it may be yet in some parts of the country, to put cobs in the stockings of children who had been particularly naughty just before Christmas.

If reports do not exaggerate, not a few so-called "co-operative" or farmers' grain companies will find a similar experience awaiting them, with the arrival of the holiday season, and others may count themselves fortunate if a nubbin or two take the place of cobs.

Imports of beans and peas during the 10 months prior to Nov. 1 amounted to 677,413 bus.; compared with 573,335 bus. during the corresponding months of 1902, as reported by O. P. Austin, chief of the bureau of statistics.

The Story of San Antonio is the title of an interesting little book just received from George Morton, Gen. Pass. Agt. of the M., K. & T., St. Louis. The book is profusely and artistically illustrated and printed on superior book paper.

## The New Era Elevator

For Quick Passenger Service in High Buildings.



The greatest convenience ever introduced into Grain Elevators. All new, modern, and up-to-date Mills and Grain Elevators are installing our passenger elevators. Nothing to get out of order.

Saves time and money. Takes half the room and COSTS NO MORE THAN A STAIRWAY.

For full information address the

**Sidney Elevator Mfg. Co.**  
(Sole Manufacturers)  
SIDNEY, O.

## The F. R. Morris Continuous GRAIN

### CONDITIONER AND COOLER

The greatest invention yet devised for keeping grain stored in elevators in condition. Saves its cost every month in the year. Once passing thru the machine equals a week's constant elevation. Can be installed in an elevator at a cost not much exceeding an ordinary cleaning machine. Parties having them in use say they are indispensable.

For information address

**F. R. MORRIS,**

51 CHAMBER OF COMMERCE, MILWAUKEE, WIS.

Also Manufacturers the best Drier in the World.

## Drive

Your business. Hitch up with an ad. in the Grain Dealers Journal. You will then have a pleasant and profitable ride.

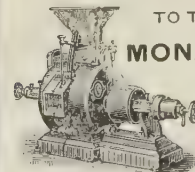
## COSTS NOTHING

TO TRY THE

**MONARCH**

**FEED**

**MILL**



RIGHTLY NAMED THE

**MONARCH**

For they are unsurpassed for grinding capacity, strength, steadiness and ease with which they run. Can we ship you one on trial?

**SPROUT, WALDRON & CO.**

P. O. BOX 260, MUNCY, PA.



## Suits— Decisions

Thos. Kehoe's suit against the Illinois Central R. R. at Terre Haute, Ind., alleging exorbitant rates on hay shipments, has been settled without trial.

The Minnesota Supreme Court has denied the Loftus-Hubbard Elevator Co. a new trial of its suit against the Smith-Alvord Co., at St. Paul, Minn.

F. F. Woodward has brot suit against a banker at Columbus, O., to recover \$382, alleging that he paid a draft on a shipment of 1,000 bus. of corn, for which the bill of lading was forged.

Harry Reiser has brot suit against Finley, Barrell & Co., of Chicago, Ill., to recover \$6,000 alleged to have been lost in transactions on the Board of Trade which he claims were in violation of the Illinois law.

A shipper of goods, who informed the connecting carrier that he held bills of lading for the goods, was estopped from disputing the fact.—*Schlichting v. Chicago, R. I. & P. Ry. Co.* Supreme Court of Iowa. 96 N. W. 92958.

One who recovers for damages done to his barn and contents by a fire set by a railroad engine is entitled to interest thereon from date of the loss. *Gulf, C. & S. F. Ry. Co. v. Shepherd.* Court of Civil Appeals of Texas. 76 S. W. 800.

A decision that dealing in options on the board of trade is gambling and that notes given a broker in settlement of losses can not be collected was made by the Nebraska Supreme Court Dec. 17 in the suit of a Chicago firm against Peter Jansen.

One who sells a trade, good will and business, covenanting to warrant and defend the same, is held to have no right, after resuming business, to solicit trade from his former customers, to the injury of the buyer.—*Ranft v. Reimers.* 60 L. R. A. 291.

H. W. Rogers & Bros. and the First National Bank of Chicago, Ill., have been granted a writ of certiorari by the United States Supreme Court in their suit over seeds stored in the National Storage Co.'s warehouse by Alex. Rodgers, to whom they had loaned \$17,000.

Wm. Rouse & Son, grain dealers of Indianapolis, Ind., have brot suit against that city to recover \$2,000 damages on account of the refusal of the city comptroller to pay for 4,000 bus. of oats supplied to the fire department. The city alleges the oats were not up to grade.

Chas. Rippe, grain dealer of Forest City, Ia., has brot suit against Logan & Co. and the L. & N. R. R. Co. to recover the value of 4 cars of oats, said to have been wrongfully delivered to the Southern Indiana Grain Co., by which Rippe is said to have been swindled.

If the carrier has notice that the consignee is not the owner, nor entitled to receive the goods, delivery to him will constitute a conversion. *Nanson v. Jacob* (Mo.) 6 S. W. 246, 3 Am. St. Rep. 531; *Bank v. R. R. Co.* (Pa.) 30 Atl. 228; *Jellett v. R. R. Co.* (Minn.) 15 N. W. 237.

Theo. Keller has brot suit in the circuit court at Kansas City, Mo., against

the Santa Fe Railroad to recover \$500, the value of 400 sacks of bran and mill feed, consigned to him at Houston, Tex., on May 27, and not delivered. The shipment was made by the Linton Grain Co. It is believed the railroad will claim the shipment was lost in the flood.

Judge Adams of the United States District Court at St. Louis, Mo., recently declared that "there is neither law nor righteousness in a defense which pleads a gambling contract" and has ordered the Cella Commission Co., an alleged bucket-shop, to pay the full claim of a bettor, James P. Moore, who had brot suit for \$8,683.

Finley Barrell & Co., of Chicago, Ill., who were induced to purchase on margin 200 shares of the New York Electric Brake & Coupler Co., at 65 and 68, about 4 years ago, for a customer who deposited \$2,000, now have obtained a trial before a jury at New York, in their suit to recover the difference between what they paid for the shares and the margin.

Where it is agreed between the parties to a submission to arbitrators that a unanimous award shall be required, but the written submission, through the fault of the agent of one of the parties, authorizes an award by only two of the three arbitrators, the contract not being the one agreed on, the award will be set aside. *McCurdy v. Daniel.* Supreme Court of Michigan. 97 N. W. 52.

Under Act May 15, 1886, p. 114, c. 1150 (Ky. St. 1899, §2204), providing that the oil inspector shall remain in office four years, unless removed for misconduct, where a vacancy occurs before the expiration of a term the new inspector is appointed only for the balance of the unexpired term and not for four years from his appointment. *Tansey v. Striger.* Court of Appeals of Kentucky. 76 S. W. 537.

A suit of which the outcome will be of interest to grain dealers whose cars were caught in the flooded railroad yards, last spring, at St. Louis and Kansas City, has been brought by C. E. Udell & Co. of Sheboygan, Wis., to recover \$1241 from the Santa Fe R. R. for cheese damaged by the high water in the Mo. Val. It is said that if the railroad company had made prompt delivery the loss would have been avoided.—I.

Where one of the parties to a submission to arbitrators retained one of the originals of the articles of submission, which had been executed in triplicate, such fact did not estop him from claiming, in a suit to set aside the award, that it was understood by all parties that defendant's agent had stricken from the contract a provision authorizing an award by only two of the three arbitrators, which was in fact not done. *McCurdy v. Daniel.* Supreme Court of Michigan. 97 N. W. 52.

In the suit of the Chicago Board of Trade against the Central Grain & Stock Exchange, an alleged bucket-shop of Hammond, Ind., Master in Chancery W. M. Booth, on Dec. 15, reported that the federal court of the northern district of Illinois has no jurisdiction, as the acts complained of were committed in Indiana. The Board of Trade is denied the injunction applied for a year ago to restrain the use of its market quotations for gambling; but is given leave to amend its bill to include the Western Union Telegraph Co. as a party to the suit.

A telegraph company is not authorized to depend solely on the address on the message for information as to the person to whom the telegram is to be delivered, where, in the exercise of the care required by law, it could acquire more definite information. The sender of a telegram is not guilty of negligence contributing to the nondelivery of the telegram by failing to furnish a definite address, where the address furnished was the fullest he could obtain by the exercise of reasonable care. *Bowen v. Western Union Tel. Co.* Court of Civil Appeals of Texas. 76 S. W. 613.

A check does not operate as an assignment of the drawer's funds, although some courts have held that it is an equitable assignment as between the drawer and payee or holder, from the time it is delivered. But when the delivery is coupled with an intention to transfer a present interest in the money represented and no revocation is attempted, the intention of the donor will be given effect and the transaction held to transfer a present interest and a right to the payment of the check after the death of the maker as well as before, and that too whether it is a mere gift or for a consideration.

The delivery of a bill of lading for goods in the hands of a common carrier is sufficient to pass title to the goods without indorsement. Where plaintiff's agent had customarily waived his right to retain possession of cars of ore sold to M. until paid for, and had permitted the cars to be loaded, sealed and billed by M., or his agents, and sent forward, before being paid for, plaintiff could not recover the price of cars so shipped from a buyer from M., as against a bona fide transferee for value of the bill of lading therefor.—*American Lead, Zinc & Smelting Works v. Markle Lead Works.* Court of Appeals at St. Louis, Mo. 76 S. W. 668.

Notice of the nature and importance of a cipher message delivered to a telegraph company for transmission could not be imputed to the company from the fact that it had been the custom for years for the sender of the message and others engaged in the same business to send messages in cipher, so as to render the company liable for the loss in the sale of cotton, occasioned by its failure to transmit the message, it not being shown that the company had possession of the cipher code, and it being shown that all messages sent in cipher did not relate to the sale of cotton.—*Mellor & Barnes v. Western Union Tel. Co.* Court of Civil Appeals of Texas. 76 S. W. 449.

It is interesting and gratifying to know that a verdict has recently been rendered by a jury of farmers at Ottawa, Ill., sustaining the legality of contracts made for wheat on the Chicago Board of Trade. The suit was brought by Wallace Armstrong of Chicago against Charles E. Dunbar of Ottawa, who, after giving an order to buy 5,000 bushels of September wheat, gave a note for \$644.47 in settlement of his loss. Defendant attempted to show what was his intention regarding the delivery of the wheat, but upon objection being made he was not permitted to testify as to his intentions in the matter. His commission man understood that he wanted it and would take it and that was sufficient. The jury was out less than 10 minutes and brought in a judgment for the full amount of the note, with interest to date and costs of suit. The victory will encourage other commission men whose customers seek to escape their liabilities by playing the baby act.



## Cost of Fire Insurance.

By J. J. Fitzgerald.

About \$150,000,000 is paid for fire insurance each year in the United States. This is the price the American people have to pay for the privilege of not having their slumbers disturbed by the thought of "what might occur." These figures, to the outside world, seem large; and, in fact, they are large. Yet a perusal of the opposite side of the ledger will show that a vast amount of money is paid each year for losses.

That there is too much money paid on both sides is a truth, yet it will continue to be so as long as the present unsatisfactory conditions exist. It is a business that should be elevated to the dignity of a science, if its true position in the world is to be brought out. But instead of working to that end, we see it thrown upon the market in savage competition; a scramble for what is termed the good business, and no attention paid to the hazards of the bad. The wind up is always the old, old story—rates must be increased to meet the loss ratio.

Every property owner, unless he be a multimillionaire, is so vitally interested in the question of the cost of fire insurance that a history of the business, with its ups and downs, ought to be interesting reading; and I wish I had sufficient space to extend this paper to the length required to give it. Not being able to do so, a few phases in the conduct of the business will be brought out in order to show some of the features that enter into the cost.

One of the fundamental principles of fire insurance is that sufficient revenue must be produced by each class of risks to pay the losses of that class, and any company, to do business properly, must pay close attention to this principle. If one class does not produce the amount of money necessary to pay its losses and share of the expense, it naturally follows that more money must be raised therefrom by an increased rate; or the class is dropped as being unprofitable. On the other hand, if a class produces more than its share of the revenue, it seems that a corresponding reduction should be made in the rate.

But very few insurers look at the matter in this way, and to the major portion of them an insurance company is nothing more than a hopper into which all premiums are dumped, and from there spirited to the fire sufferers and the stockholders according to the needs of each. With them it is merely a question of getting their insurance as cheap as possible, and they care but little what the other fellow pays. It is left to him to drive his own bargain.

Let us suppose that this same course of bargain driving were followed in the matter of municipal taxation. It would not be tolerated for a moment, as each man would feel that his constitutional rights were being tampered with if an assessor were to use different rates. If men would look at the insurance tax (and it is nothing more than a tax) in the same way, it would greatly improve conditions.

The insurance rate is not a subject for competition; but a basis of equity among insurers. A fire insurance company insures, say, a certain number of dwellings of like construction. At the end of the year it is found that 25 per cent of the risks have burned. Each of those dwellings must contribute its share of the cost, and if different rates are assessed an in-

justice is done. If such a practice is followed out to any extent it only means that a readjustment of rates, or, in other words, an increase, must be made. All contributors to the fire insurance fund will testify that this is done often enough.

In order to get the most satisfactory rate it will be seen that the losses on each class must be kept down to the lowest possible point and here is where the insured is interested. He is the guardian of the property, and the one who determines the cost. If the majority of the insured in a certain class are careless, the loss is heavy. But if they are careful the loss, and, therefore, the cost is correspondingly light. Too many holders of fire insurance policies do not enter into the right spirit. They look upon the policy as a license to do as they please. They say, "I am insured, so it makes little difference whether I burn or not."

Here is one element among insurers that cannot be reckoned with at the present time, and it does more to increase the cost than can be shown in figures. A company, on making an inspection of the property insured by one of these men, notes the air of carelessness, and rightfully asks that the fault be corrected. Instead, the policy is cancelled, and the insurance placed in another company. He still considers his policy a lottery ticket. This man compels the careful policyholder to contribute towards the payment of his loss, and as it is the losses that determine the cost, it seems reasonable to assume that a property owner, having dangerous features, that are likely to cause fire, connected with his risk, ought by law be made to correct them, if for no other reason than the safety of the community. Most large cities have ordinances regulating the fire hazard, but the practice needs extension. In France the tenant is liable to the owner for fire caused by his carelessness, and likewise the owner to the tenant. The result is an amazingly low loss ratio in that country.

Any man who does not give his property careful attention, and eradicate all hazards of which he is apprised, has no right to complain of the cost of his fire insurance; because every careless man helps to swell the loss ratio. "That building has stood there for 30 years" is a tale as old as the business itself. But you will notice the man who tells it is always sure that his insurance is renewed at the proper time. It is true that an old trap will stand for years, and challenge a fire to do its work. There is not a community in the country that does not contain one of these "challengers," which the "old inhabitant" never tires of pointing out, and wonders when it will burn.

The writer, less than two weeks ago, was compelled to reject a very good ele-

[Continued on Page 762.]

## Indiana Millers Mutual Fire Insurance Company

OF INDIANAPOLIS, IND.

## MILLS AND ELEVATORS ONLY

Purely Mutual.

E. E. PERRY, Secretary.

## FIRE INSURANCE

MILL OWNERS

MUTUAL FIRE INSURANCE CO.

Des Moines, Iowa.

Insures Mills, Elevators, Warehouses and Contents. Oldest Flour Mill Mutual in America. Saved to Members nearly \$1,000,000.

J. G. SHARP, Secretary, Des Moines, Iowa.

## Reliable Insurance . . .

On Modern elevators and Contents can be secured at about one-half the rates charged by stock companies by addressing

MILLERS NATIONAL INS. CO.

205 La Salle Street, CHICAGO, ILL.

Chartered 1865

Assets, \$3,380,676.56

Net Cash Surplus, \$466,594.95

W. L. Barnum, Sec'y.

## MICHIGAN MILLERS

MUTUAL

FIRE INSURANCE CO.,

LANSING, MICH.

23 Years

Successful Business

50% DIVIDENDS

Assets . . . \$1,500,000.00

Losses Paid . . . 1,000,000.00

Net Cash Assets . . . 260,000.00

INSURES FLOUR MILLS, GRAIN AND ELEVATORS.

GRAIN DEALERS

National Mutual Fire Insurance Co.

INDIANAPOLIS, IND.

This company wrote its first policy just one year ago. Its record for the twelve months is over 1,000 policies, issued on over \$2,300,000 of risks at a cost for putting five-year business on its books at less than Old Line Companies pay yearly and a loss ratio of one-half those companies.

One year ago the organizers presented themselves with a charter. This year the Grain Dealers can feel that they have made themselves a Christmas present of an exclusive Elevator Company, complete in every working detail, and a first year's record never equalled.

G. A. McCOTTER,

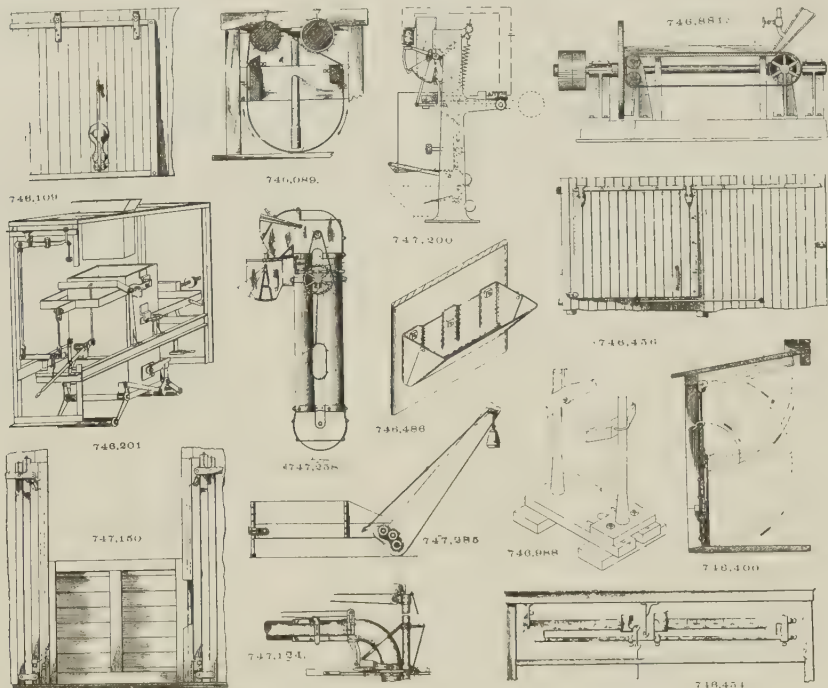
Secretary.



# Patents Granted

Conveyor. No. 746,088. Wm. T. James, Chicago, Ill.

Sparking plug. No. 746,968. Carl E. L. Lipman, Beloit, Wis.



Carbureter. No. 746,173. Chas. E. Sayre, St. Paul, Minn.

Explosion engine. No. 746,212. Wm. C. Weatherholt, Columbus, O.

Gas engine electric igniter. No. 746,377. Geo. J. Rathbun, Toledo, O.

Carbureter for liquid fuel engines. No. 747,235. Jos. H. Saris, Beloit, Wis.

Rotary explosive engine. No. 746,870. Alexander McCahon, St. Joseph, Mo.

Silencer for explosion engines. No. 746,527. Arthur Krebs, Paris, France.

Carbureter for gas engines. No. 746,449. Patrick H. Brennan, Syracuse, N. Y.

Catalytic igniter for explosive motors. No. 747,182. Thos. B. Jeffery, Kenosha, Wis.

Fuel regulator for gasoline motors. No. 746,833. Herbert H. Hennegin, Chicago, Ill.

Internal combustion engine. No. 746,342. Ernst Korting, Kortingsdorff, near Hanover, Germany.

Circulating apparatus for internal combustion engines. No. 746,358. Geo. J. Murdock, Newark, N. J.

Explosive engine. No. 746,701. Warren Hibbard, Chas. Hibbard and Sumner Hibbard, Sandyhill, N. Y.

Gas engine. No. 746,133. Lewis H. Nash, South Norwalk, Conn., assignor to the National Meter Co., New York.

Carbureter for explosive motors. No. 746,119. Fernand Longuemare and Georges Longuemare, Paris, France.

Clover hulling and threshing machine. No. 747,226. Wm. C. Robby, Laporte,

Ind., assignor to M. Rumely Co. Laporte, Ind.

Explosive engine. No. 746,840. Hobert J. Hurd, Bridgeport, Conn., assignor to the Acme Oil Engine Co., Bridgeport, Conn.

Car door. No. 746,109. (See cut.) Elmer J. Lasher, Johnstown, N. Y., assignor of one-third to P. M. Vandenberg, Johnstown. The main door contains a supplementary door on the inside, opened by a lever.

where the belt makes a down turn, the grain being pressed against the surface of the disk by the belt and two rollers.

Separator. No. 746,080. (See cut.) Robt. W. Jessup, San Francisco, Cal., assignor to Spiral Belt Separator Co., San Francisco. An endless traveling, flexible screen is supported to form a loose hanging bight of its lower portion, into which the material is fed. The screen is driven by roller studded with pins.

Pneumatic elevator. No. 747,124. (see cut.) Chester Bradford, Indianapolis, Ind. The elbow by which the change in the direction of the flow is obtained is made in two sections telescoping one within the other, whereby the vertical angle is varied. The adjustment is controlled by rope and pulleys at the head of the mast.

Weighing apparatus. No. 746,201. (See cut.) Edward G. Thomas Waltham, Mass., assignor to Automatic Weighing Machine Co., New York, N. Y. Two independent scale beams are mounted in the same frame so that the weight of the receptacle and its contents can be shifted from the main beam to the supplementary beam and back again.

Conveyor. No. 747,285. (see cut.) John F. White, Bloomington Ill., assignor to U. S. Portable Elevator Co., Bloomington. The conveyor has a track on which moves a drag, its sliding being assisted by a weight, while it is retained in different positions by a hook. The power shaft drives both drag and conveyor by means of gear wheels on the shaft and the drag, with an idler between.

Adjustable fastener for grain car doors. No. 747,149. (see cut.) John W. Davis, Clinton Ind. Overlapping the edges of the door and bearing upon the inner face thereof are clamping bars movable to and from engaging position and provided with guide slots. Parallel to the clamp bars are stop bars on the car frame; and between the two spaces blocks are inserted. A lever operates the clamp bars.

Automatic weighing machine. No. 746,200. (See cut.) Edward G. Thomas, Boston, Mass., assignor to the Automatic Weighing Machine Co., New York, N. Y. The scale is carried on a vertically movable support. The flow of the material from the supply chute is controlled by a valve operated by the support on its upward movement only. As the magnet is de-energized by the poising of the beam the valve is permitted to close.

Car door. No. 746,456. (See cut.) Howard Carlton, Roland Park, Md. The door is made of 2 layers of boards, one layer entering the opening in the wall and the other overlapping. Hangers on the door hook over the rail, which is divided into two parts with a space between. One of the hangers drops into this space when the door is closed and the other hanger is wider and runs over when the door is slid back. A short chain running on a bar prevents the lower edge of the door from swinging out when open.

Grain weigher. No. 747,258. (see cut.) Benjamin M. Steele, Peoria, Ill. A continuously rotating sprocket having a number of circumferentially arranged slots in its body intermittently opens and closes the gates in the bottom of the hopper and the spout of the elevator. The scale lever which is attached to the hopper has bifurcated ends and carries a slidably arranged weight causing the lever to disengage the clutch parts after the discharge of the load and the rise of the hopper to the filling position.

Commutator for causing the ignition of the charges in explosion engines. No. 746,770. Walter G. Wilson, Westminster, England.

Internal combustion engine. No. 746,925. Newton Crane, Boston, Mass., assignor to Newton Crane Gas Engine Co., Boston, Mass.

Bag holder. No. 756,988. (see cut.) Clarence W. Olin, Volga, Wis. The inwardly curved sack supporting blocks slide up and down on vertical cylindrical standards, one of which is fixed while the other is adjustable.

Grain car door. No. 746,400. (See cut.) Andrew G. Steinbrenner, St. Louis, Mo. Fixed to the door posts are hangers connected to the door by swing rods engaging hooks at the bottom of the door, to hold the door when raised in inverted position.

Elevator bucket. No. 746,486. (See cut.) Samuel E. Flock, Joplin, Mo. The bucket has broad ridges formed in its back, separated by narrow valleys, whereby the edge of the back of the bucket is prevented from cutting a continuous groove in the belt.

Scale beam. No. 746,454. (See cut.) Alex. B. Callin, Russell, Canada. The beam is pivoted near its middle to provide arms of unequal length, each having a pair of scale bars, the larger arms having gross weight scales, while the shorter arms have net weight scales.

Hulling machine. No. 746,881. (see cut.) Fred N. Root, Kalamazoo, Mich. The grain to be hulled is carried by a horizontal belt to a vertical hulling disk,



## Grain Carriers

The C. & N. W. Ry has completed its new cut-off on the Milwaukee line.—I.

Cincinnati is agitating the operation of a line of steel boats to carry freight to New Orleans.

The ship canal connecting East Chicago and Indiana Harbor is to be finished the coming summer.

Capt. Chas. I. Hutchinson has let the contract for a steel steamer of 6,000 tons for the lake trade.—I.

The last vessel to load grain at the head of Lake Superior, the L. C. Smith, arrived at Buffalo, Dec. 14.

Work has begun between Rockford and De Kalb, Ill., on the new road known as the Illinois, Iowa & Minnesota.

The Union Pacific R. R. will shorten its main line 10 miles by the construction of a cut-off from Omaha to Fremont, Neb.—I.

The Mississippi Railroad Commission is taking up a general tariff and classification on every article on every road in the state.

The Central Freight Assn. has reduced the rate on grain and grain products for export to the basis of 16 1-2 cents from Chicago to New York.

Lake vessel owners are almost a unit against permitting their captains to belong to a labor union. In this the Engineers Union is supporting the owners.

Discrimination by the Northern Pacific admitted before the Interstate Commerce Commission, Dec. 17, by Frank Waterhouse, manager of a steamship company at Seattle, Wash.

W. W. Cargill, the well known grain dealer of La Crosse, Wis., has sold the 45 miles of road between Pine Bluff and Benton, Ark., to the Rock Island. Mr. Cargill retains the privilege of running his lumber trains over the road.

To protect Kansas City the Great Western has made the Omaha-St. Paul rates 14 and 13 cents on wheat and corn, from a territory in Nebraska approximately that south of the Platte River. North of the river the rate is 9 and 8 cents.

The Interstate Commerce Commission has recently decided that the Louisville & Nashville road is justified in charging more for a short than for a long haul over the same line, on account of "dissimilarity of circumstances and conditions."

During the past season of navigation the lake shipments of grain from Chicago were 103,901,000 bus., and the rail shipments 66,881,000 bus., which is not far from the usual proportion. The movement of corn by lake was disappointing, in view of the reported large crop.

Publication and filing of tariffs on export and import traffic as well as on domestic shipments will be required of the railroads by the Interstate Commerce Commission after Jan. 1. Under the cloak of export rates favored firms have been granted secret rebates that have made it impossible for legitimate competitors to live.

The Missouri statute to prevent discrimination by railroads in the carrying of freight, which has recently been

brought into prominence by the effort of grain dealers and millers to secure certain reductions in rates, has been declared by the state Supreme Court to be legal and in force.—I.

The damaged grain in the burned steamer J. Emory Owen, which was beached at Sturgeon Bay, Wis., has been sold to the F. Kraus Co., of Milwaukee. Of the 100,000 bus. in the boat, 16,000 bus. of oats was saved in a dry condition, and loaded on the steamer C. B. Packard.

Robbery as practiced by shipping agents at New York is exemplified by 2 recent shipments of the same class of goods, one from Canton, O., and the other from Birmingham, Eng., in which the English forwarding agent charged 1 1-2 cents per foot, while the New York agent charged 20 times as much.

Hearing of the hay classification cases was begun in the federal circuit court at Cleveland, O., Dec. 16. The suit is being prosecuted against the Vanderbilt lines by the Interstate Commerce Commission at the instance of the National Hay Assn. The Vanderbilt lines have refused so far to restore hay to the 6th class.

J. A. Heath of the Richmond Elevator Co., Richmond, Mich., has lodged complaint with the Interstate Commerce Commission against the Pere Marquette Ry., alleging that other shippers were furnished with cars while he received none, and that the trainmen had been favoring rival shippers who paid the conductors \$2 to \$5 per car.

Before the Interstate Commerce Commission Dec. 15, John W. Baldwin, of Omaha, for the Union Pacific Railroad, stated that his company had an agreement with Peavey & Co., to pay the Midland Elevator Co., at Kansas City, and the Omaha Elevator Co., at Council Bluffs, 1 1-4 cents per 100 pounds for handling grain thru those elevators.

Wooden ships to the number of 52 were wrecked on the Great Lakes during the past season; while no steel ship proved a total loss. As no wooden boats are being built, their class is fast disappearing from the Lakes. The refusal of underwriters to insure many of the wooden boats on any terms will drive a great number of the craft out of service the coming season.

The railroad companies at Sioux City, Ia., have caught a Tartar in the person of H. J. Hutton, manager of the Mystic Milling Co., who has brot suit against the local car service assn. and the individual roads to recover \$120,000 damages for refusal to furnish cars. Instead of switching a few cars at a time the roads had a bad practice of running in a whole train of cars on his track. It was impossible for him to unload all at the same time. The roads claimed demurrage on the cars that were held by him, and Mr. Hutton refused to pay, alleging it was unjust. To force the payment of the unjust charge the car service assn. induced the roads not to deliver cars to the mill. Altho one road has lifted its embargo it is said Hutton will press his suits.

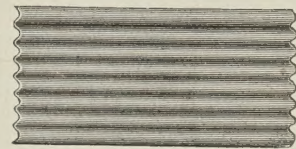


**COVER'S Dust Protectors.**  
Rubber Protectors, - - \$2.00  
Metal " - - 1.50  
Sent POSTPAID on receipt of price; or on TRIAL to responsible parties. Have AUTOMATIC VALVES and fine sponges.  
**H. S. COVER**  
153 Paris St., South Bend, Ind.

## Sample Envelopes for Grain.


The Spear Safety Envelope is best suited to the needs of grain dealers. Write for samples  
Manufactured by the  
**HEYWOOD MFG. CO.**  
Minneapolis, - - - Minn.

## We Are Large Manufacturers of Steel Roofing, Corrugated Iron, Etc.




We furnish this material in large quantities for grain elevators all over the country. We also take contracts for doing this work complete.

**SYKES STEEL ROOFING CO., Chicago, Ill.**



**PERFORATED METAL GRAIN CLEANERS**  
THE ROBERT AITCHISON PERFORATED METAL CO.  
303-305 DEARBORN ST. CHICAGO, ILL.



**Flexible Loading Spouts**  
Are the simplest to erect and the easiest to operate.  
No power required; little money.  
Write for facts to  
**VARNEY MFG. CO.**  
Leavenworth, Kan.



Why don't you inquire about our Seamless Cotton Grain Bags. We can save you money.

**MILWAUKEE BAG CO., - - Milwaukee, Wis.**



**Cost of Fire Insurance.**

(Continued from Page 759)

vator for the company he represents, owing to the fact that it was exposed within 20 feet by what is popularly termed a fire trap. Here is an injustice. The owner of the rejected property is a careful, conscientious man, and takes good care of his risk. Yet he is compelled to pay an exorbitant rate of insurance, and finds it difficult to secure indemnity owing to another's indifference and carelessness. The exposure in question is a menace to his property. He lives in fear of its burning, and yet he has no recourse. This is only one of many such cases.

Few people realize that insurance is a question of average. A certain per cent of the risks of each class can be figured upon to burn each year. The percentage may be heavy one year and light the next, but on a series of years it will be leveled.

We will take grain elevators as a class, and apply the law of average to them. Five hundred houses, which have been judged safe risks, are insured at an average rate of 3 per cent. The amount of insurance carried on each \$5,000, which means a total risk of \$2,500,000. The premium on this amount would be \$75,000. Statistics for 10 years (1892-1902) show an average loss ratio of 60 per cent of premiums received on all the business written in the United States. In our case, then, it would mean that nine houses would burn, with a loss of \$45,000. But it must be remembered that this ratio of 60 per cent covers the business of the entire country, good and bad, as well as the conflagrations, of which there have been many. During 1901 there were 72 losses over \$225,000, the total of which amounted to \$39,000,000, or about one-fourth of the total losses for that year. Of this amount \$10,000,000 was wiped out in the Jacksonville (Fla.) conflagration, and the balance of the fires occurred in cities. It will thus readily be seen where the 60 per cent ratio comes from.

Our position is different. The 500 elevators we have under consideration are located at different stations, are not subject to a conflagration, and are "picked" houses. Therefore, if a 60 per cent ratio will cover the entire business of the country, 30 per cent will cover our case. And to substantiate this statement, I will state that a company that writes nothing but country elevators says that a 30 per cent ratio is ample to cover the grain elevator losses. Our average there is  $4\frac{1}{2}$  houses each year, and as it is with 500 so it would be with 2,500. The principle is just the same. With an expense of, say, 10 to 15 per cent added for handling the business, it will be seen that the cost would be nominal.

But if all elevators were thrown into one class, regardless of their hazard, whether moral or physical, the ratio of loss would, without doubt, be a heavy one, and it does not require any great amount of reasoning to assign a cause. It would be the same as though a life insurance company would insure the lives of 1,000 men, 200 of whom were suffering from consumption. The loss ratio if proportioned on the other 800 would be excessive. But if the 800 were made to stand a physical examination and only those judged healthy were insured, then the ratio would be light. So it would be with a number of elevators sufficiently large to strike an average. If they were subject to a careful inspection and only those pronounced healthy insured, according to all the laws of average, only a small percentage would burn, and with

the experience of any given number of years as a guide, the percentage could almost be named.

It is fair to assume that if proper inspections were made regularly of the risks insured, and every hazard known to exist were corrected, it would mean a lower loss ratio. But the insurance company's responsibility for the cause of a fire ceases after the inspection is made. Then it is left to the man on the ground, and his actions as to the care of his property is the barometer which registers the cost not only of his own insurance, but of all in his class.

Ask yourself, you who are an elevator owner, Is it right for me to allow my property through negligence to become a fire trap while my neighbor keeps his elevator in first-class condition, and does all in his power to keep fire away?

No, it is not right. You no doubt complain that your insurance rate is high.

This, then, is the whole secret in the cost of fire insurance—each class must pay for itself. The higher the average quality of a class, the lower the cost. The lower the average quality, the higher the cost.

It has been said that to raise the social standard to a higher degree, each individual must raise himself to that degree. Therefore it follows that to reduce the cost of fire insurance on elevators the class must be brought to a certain standard, and to do so each elevator in itself must receive the care to bring it to the standard.

Fifty years of experience has demonstrated that a class of risks not subject to a conflagration, and of which there are a sufficient number to strike an average, can be insured at a low cost if kept by themselves. It means a smaller expense ratio, more frequent inspections, and the raising of the standard. Flour mills, cotton mills, tanneries, lumber yards and other classes are reaping the benefits laid down by the law of average as applied to fire insurance. The dial now reads Country Elevators.

Sneath & Cunningham, grain shippers of Tiffin, O., are favoring their friends with one of the handsomest calendars of the season.

Corn oil exports for the 10 months prior to Nov. 1 amounted to 3,676,823 gallons; compared with 3,124,079 gallons for the same months of last year, as reported by O. P. Austin, chief of the bureau of statistics.

**The Pit.**

"The Pit," produced at the Garrick theatre, Chicago, on Sunday, Dec. 13, has been pronounced the sensation of the season. The play, made from Frank Norris' famous book of the same name, and dealing with the social life of Chicago and its business life revolving about the Board of Trade, is an unusual play and a strong one. The company is a very large and capable one, and the production on a very elaborate scale. Intense, earnest, traveling straight toward its climax as an arrow shot at a mark, every scene throbs with interest and with a great and inspiring spirit of Americanism.

The critics of Chicago have added their voice to the chorus of praise from the East, and the verdict rendered has been practically unanimous. Amy Leslie, in the News, declares that Wilton Lackaye has made a most unqualified hit in the part of Curtis Jadwin and that the great central and sensational scene of the drama, the panic in the wheat pit in the Board of Trade, is "a wheat pit hurricane."

In Philadelphia the play was described as an unequivocal and triumphant success, with scenes palpitating with excitement.

**Ferrell's Employees Enjoyed a Treat.**

(From Courier-Herald; Saginaw, Mich., Nov. 26.]

The A. T. Ferrell employees were treated to a Thanksgiving banquet yesterday afternoon, a day in advance of Thanksgiving, and to an afternoon of social entertainment that is seldom a part of the history for the employees, of any manufacturing establishment.

It was the thirteenth anniversary of Mr. Ferrell's entrance on the Clipper Seed Cleaner machinery business, the eleventh anniversary of the history of the business in Saginaw the first anniversary of the business in its present large and thoroughly commodious quarters, as well as the Thanksgiving anniversary in which all are supposed to unite.

The finishing room on the second floor of the factory was transformed into a banquet hall. The room is 80 by 100 feet in size. It was prettily decorated with flags and brilliantly lighted with electric lights. Here the table, with covers laid for 50, was spread. The menu was in charge of Mine Host Wiggins, and it included all that would be most appreciated for a Thanksgiving dinner. Bouquets for each guest, a cocktail at each place, turkey and all that goes with it, Thanksgiving pies, made a feast for the inner man.

When the appetites had been satisfied, Mr. Beelman, one of the oldest employees, asked Mr. Ferrell to tell the company some history of the business. This he did, and it was the most interesting feature of a most interesting occasion. During the 13 years no man ever connected prominently with the business has died, so far as Mr. Ferrell knew. No employee has ever met with an accident that resulted in injury or the necessity of surgical treatment. The record is remarkable, and even more unique than yesterday's unique feature.

Mr. Ferrell gave the employees yesterday's enjoyment and full pay besides. The factory will be closed today and nothing will be deducted from the week's wages. Yesterday the employees presented Mr. Ferrell with a very handsome bouquet, put up in the very best style of the florist's art, and of unusual size. Metz's orchestra was in attendance during the banquet and social that followed. Dancing was enjoyed, and every feature was marked by a degree of culture with which the uninitiated might not credit the employees of a factory. The men will have greater interest if possible in the business of the factory. Mr. Ferrell will perhaps have a greater interest in his employees because of yesterday's occasion. It was one of the bright spots that ought to shed light on the sometimes dark path which characterizes the relations of employer and employees.

Exports of glucose during the 10 months prior to Nov. 1 were 126,128,157 pounds; compared with 90,668,027 pounds during the same months of last year.

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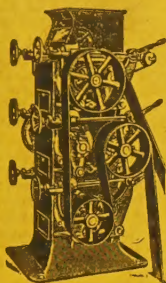
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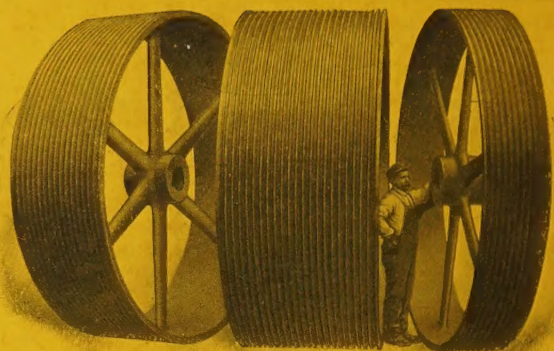
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